



Agile Transformation
Half Yearly Report 2020

Corporate Information

as at June 30, 2020

Board of Directors

Mr. Dmytro Oliinyk Chairman

Ms. Erum Shakir Rahim Chief Executive Officer

Mr. Abdul Samad Chief Financial Officer

Ms. Maheen Rahman Independent Director

Mr. Muneer Kamal Independent Director

Mr. Mehmood Mandviwalla Non-Executive Director

Mr. Mark Dawson Non-Executive Director

Audit Committee

Mr. Muneer Kamal Chairman

Mr. Dmytro Oliinyk Member

Mr. Mehmood Mandviwalla Member

Ms. Maheen Rahman Member

Human Resource & Remuneration **Committee**

Ms. Maheen Rahman Chairperson

Mr. Dmytro Oliinyk Member

Mr. Mehmood Mandviwalla Member

Mr. Mark Dawson Memher

Ms. Erum Shakir Rahim Member

Management Committee

Ms. Erum Shakir Rahim Chief Executive Officer

Mr. Abdul Samad Chief Financial Officer

Syed Azeem Abbas Naqvi Legal Director

Dr. Tario Farood

Business Unit Director 1 - Classic and Established Products, Vaccines and Dermatology

Mr. Khurram Amjad Director Commercial Excellence & CTC

Dr. Gohar Nayab Khan Regulatory Affairs Cluster Head -Pakistan & Iran

Mr. Abdul Haseeb Pirzada Director Corporate Affairs and Administration

Mr. Muhammad Imran Amin Country Compliance Officer

Dr. Yousuf Hasan Khan Director Medical

Syed Nabigh Raza Alam Tech Head

Mr. Obaid Siddiqui Head of Procurement

Mr. Farqaleet Iqbal HR Country Head

Ms. Samreen Hashmi Kidwai Business Unit Director 2 - Classic and **Established Products**

Imtiaz Hussain Site Director - West Wharf

Javed Tariq Site Director - Korangi

Joseph Thibaut Site Director - F/268

Disclosure Committee

Ms. Erum Shakir Rahim Chairperson

Mr. Abdul Samad Member

Mr. Dmytro Oliinyk Member

Company Secretary

Syed Azeem Abbas Naqvi

Chief Financial Officer

Mr. Abdul Samad

Chief Internal Auditor

Syed Ahsan Ejaz

Bankers

Citibank NA Deutsche Bank A.G. Habib Bank Limited Meezan Bank Limited Standard Chartered Bank (Pakistan) Ltd

Auditors

Deloitte Yousuf Adil & Co. Chartered Accountants

Legal Advisors

Hashmi & Hashmi Faisal, Mahmood Ghani and Co Legal Consultancy Inc.

Registered Office

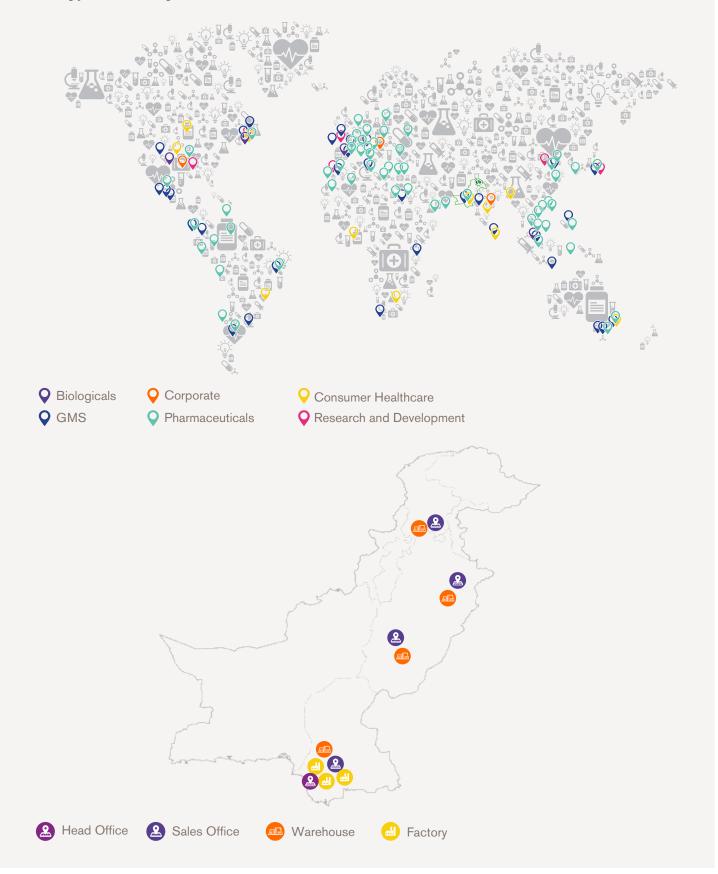
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Pakistan Market Overview

Archetype and Players in Value Chain



Directors' Report to Shareholders

On behalf of the Board of Directors, we are pleased to present the un-audited financial information of your Company for the period ended June 30, 2020. This financial information is submitted in accordance with Section 227 of the Companies Act, 2017.

Composition of the Board:

The total number of Directors are 7 as per the following:

Male:

Female:

The composition of the Board is as follows:

Category	Name
Independent Directors	Maheen Rahman
	Muneer Kamal
Executive Directors	Erum Shakir Rahim
	Abdul Samad
Non-Executive Directors	Mehmood Mandviwalla
	Dmytro Oliinyk
	Mark Dawson

The Board has formed committees comprising of members given below:

a) Audit Committee

i. Muneer Kamal	- Chairman
ii. Maheen Rahman	- Member
iii. Mehmood Mandviwalla	- Member
iv. Dmytro Oliinyk	- Member
v. Syed Ahsan Ejaz	- Secretary

b) HR and Remuneration Committee

i. Maheen Rahman	 Chairperson
ii. Mehmood Mandviwalla	- Member
iii. Dmytro Oliinyk	- Member
iv. Mark Dawson	- Member
v. Erum Shakir Rahim	- Member
vi. Farqaleet Iqbal	- Secretary

c) Disclosure Committee

i. Erum Shakir Rahim	- Chairperson
ii. Abdul Samad	- Member
iii. Dmytro Oliinyk	- Member

d) Risk Management Committee

i RMCB - consisting of GSK Pakistan Management Team

Review of Operating Results:

The Quarter 2 period was a challenging business environment

primarily due to the nationwide COVID 19 lockdown, which adversely affected economic activity and slowed down trade momentum. Like many other industries, the pharmaceutical sector's market growth was also impacted as hospitals and OPDs were largely closed for non-COVID related illnesses and patient visits to doctors were also fell amid social distancing and other safety measures. The Company remained committed to ensuring people safety, employee engagement, business continuity for timely medicine delivery to patients as well as supporting the community.

During the period under review, the company achieved a net sales of Rs. 15.8 billion. The total Net sales also includes intercompany sales of Rs. 0.7 billion as against Rs. 2.4 billion in the same period last year to GlaxoSmithKline Consumer Healthcare Pakistan Limited on account of products manufactured by the Company for which market authorization rights remain with GlaxoSmithKline Pakistan Limited. During H1 2020, the transfer of market authorization rights commenced, and some products have already been transferred to GlaxoSmithKline Consumer Healthcare. The procurement of raw and packaging material and production of such products will be now be managed by GlaxoSmithKline Consumer Healthcare. The remaining products for which MA transfers are pending is likely to be completed within this year.

Our core pharmaceutical business achieved net sales of Rs. 15.1 billion, reflecting negative sales growth of 1.6%. Our performance was impacted due to discontinuation of Ranitidine (Zantac), along with COVID 19 where we have seen drop in patients' visits to healthcare professionals (HCP) and disruption in business activity due to lock-down. The underlying growth excluding Zantac is 2%, further we also managed to mitigate some of our trade business impact with tender sales during this period. In terms of HCP engagement, face to face visits by our sales team were suspended and we quickly adapted to connect with our HCPs through digital engagement, including Webinars and e- detailing.

The gross margin during H1 2020 was recorded at Rs. 3.5 billion reflecting an improved GP% compared to last year. This improvement was primarily due to less volatility of exchange rates during this period coupled with better product mix and manufacturing initiatives for cost improvement.

Selling, marketing and distribution expenses were recorded at Rs.1.4 billion, a decrease of -15.4%, mainly due to reduced promotional and other spends as a result of COVID 19 lock down, coupled with other company initiatives to control expenses. Administrative expenses were recorded at Rs. 0.8 billion; increase under this head is mainly due to one-off severance cost recorded in quarter 1. Our financial charges also showed a significant reduction compared to last year.

Despite COVID impact on business performance, the Company has delivered Rs. 1.2 billion profit after tax and showed good profit growth compared to last year, mainly due to controlled expenses and reduction in financial charges.

In this period our cash balance increased by Rs. 0.2 billion. The increase is mainly driven by strong collection from our tender business.

GSK's response to COVID-19 was based on 3-pronged strategy focusing on People, Continuity and Support. Prioritizing "people" and their Health & Safety, offices were immediately closed until stabilization of situation while Supply Chain staff was also reduced to the minimum. All precautionary measures including PPE, social distancing, employee screening were robustly implemented. For business "continuity", all necessary support was extended to Supply Chain staff and greater focus was shifted towards Digital Platform to access HCPs. The key steps taken in order to ensure all-encompassing "support" to the staff are COVID Awareness sessions; townhalls; Employee Assistance Program as well as Ergonomic support.

Outlook and Challenges

The COVID-19 situation is improving and cases have been steadily declining in Pakistan since the beginning of July. While the lock down has been eased off, the threat of pandemic remains high and the government continues to emphasize the importance of strictly adhering to prescribed safety measures to avoid a second wave.

The pharmaceutical sector was allowed to continue operations by both provincial and federal governments in order to ensure availability of the many essential and critical products we manufacture and supply to the market. Due to the current lock down, the OPDs of the hospital and doctors' clinics continue to remain largely non-operational, which is affecting patient flow, prescriptions and demand for medicines. With logistics being impacted globally, we also faced some supply challenges in term of delays in

importing APIs and other raw materials which have since been streamlined. Beginning in May 2020, we also faced challenges on the import of pharmaceutical raw materials from India. While the matter regarding Indian origin APIs has been resolved, problems still persist for import of excipients from India. We have engaged with the Government, both at an individual level and through our trade association to seek a quick resolution to this issue. At present, all our three manufacturing sites remain operational to ensure that the many essential and life-saving medicines we manufacture remain available to the people during these challenging times.

Remuneration Policy Of GSK Pakistan Limited for Non-**Executive Board Directors**

The Non-Executive Board Directors of GlaxoSmithKline Pakistan Limited are entitled to remuneration approved by the HR and Remunerations Committee, based on an appropriately developed market benchmark.

Acknowledgment:

On behalf of the Board we would like to thank the entire GSK team and specially to our supply chain team for their outstanding contribution in ensuring un-interrupted supply of medicines to the people that need them in such unprecedented times and difficult circumstances. We also acknowledge the support of the many 3rd parties we work with and without whom it would not have been possible to continue our operations in such a challenging environment.

By order of the Board

Erum Shakir Rahim Chief Executive Officer

2 Milkel

Karachi August 24, 2020

پیش منظرا در مسائل

COVID-19 کی صورتحال میں بہتری آ رہی ہےاور جولائی کے آغاز سے یا کتان میں کیسز کی تعداد میں مسلسل کی ہورہی ہے۔اگر چہلاک ڈاؤن میں نرمی کر دی گئی ہے، تاہم اس عالمگیر و با کے خطرات ابھی بھی بلند ہیں اور حکومت اس و با کے دوبارہ پھیلا ؤسے بیخنے کے لیے مجوزہ حفاظتی اقدامات بیختی ہے عمل پیرار ہنے کی اہمیت پر سلسل زور دے رہی ہے۔

صوبائی اوروفاقی حکومتوں کی جانب سے فار ماسیوٹ کل سیٹر کواپنی سرگرمیاں انجام دینے کی اجازت حاصل تھی تا کہاس بات کویقینی بنایا جاسکے کہ ہماری تیار کردہ اور مارکیٹ میں فراہم کی جانے والی بےشارانتہائی ضروری اور ناگزیر مصنوعات کی دستیابی جاری رہے ۔موجودہ لاک ڈاؤن کے باعث،اسپتال کی او بی ڈیز اورڈاکٹرز کے کلینکس بڑے پیانے برغیرفعال ہیں،جس سے مریضوں کی آ مدہشخوں کی تشخیص اور نیتجیًّا ادویات کی طلب برمنفی اثریٹا ہے۔عالمی سطح پراشیاء کی نقل وحمل متاثر ہونے سے،ہمیں بھی اے پی آئیز اور دیگر خام مال کی درآ مدمیں تاخیر کے حوالے سے بعض رسدی مسائل کا سامنا کرنا پڑا تھا جنہیں اب منظم کرلیا گیا ہے۔مئی 2020 کے آغاز سے،ہمیں بھارت سے فار ماسیوٹیکل خام مال کی درآ مدمیں بھی مسائل کا سامنار ہا۔اگر چہ بھارت میں تخلیق کردہ ا ہے بی آئیز کے حوالے سے معاملہ اب حل ہو چکا ہے، تاہم بھارت سے ادویائی عناصر کی درآ مدمیں تا حال مسائل موجود ہیں۔ہم اس مسکے کا فوری حل تلاش کرنے کے لیے حکومت کے ساتھ،انفرادی سطح پراور بذریعہا بنی ٹریڈایسوی ایشن دونوں طرح سے شریکے عمل ہیں۔اس وقت ہماری نتیوں مینونیکچرنگ سائٹس فعال اورسرگرمعمل ہیں تا کہاس بات کویقینی بنایا جائے کہ ہماری تیار کردہ بہت ہی ناگز پراورزند گیاں بچانے والی دوائیس ان مشکل حالات میں بھی لوگوں کے لیے دستیاب رہیں۔

نان ایکزیکٹیوبورڈ ڈائزیکٹرز کے لیے GSK یا کتان کمیٹڈی مشاہرہ یا کیسی:

گلیکسواسمتھ کلائن پاکستان کمیٹٹر کے نان ایگزیکٹیو بورڈ ڈائر یکٹرزموز وں طور پرتخلیق شدہ مارکیٹ کے معیار برمبنی ، ہیومن ریسورس اورمشاہرہ تمیٹی کی جانب سے منظور کر دہ مشاہرے کے حقدار ہیں۔

ستائشي كلمات:

بورڈ کی طرف سے ہم تمام تر GSK ٹیم اورخصوصاً اپنی رسدی سلسلے کی ٹیم کاشکریہا داکرتے ہیں جنہوں نے اس آفت زدہ اورمشکل حالات میں لوگوں کے لیے ضروری ادویات کی بلاخلل فراہمی کویقینی بنانے میں اپناشا ندار کر دارا دا کیا۔ہم بے شار فریقین ثالث کے تعاون بران کا بھی شکر پیادا کرتے ہیں جن کے ساتھ ہم نے کام کیااور جن کے بغیر ہمارے لیےاتنے مشکل حالات میں اپنی سرگرمیاں جاری رکھنا بھی ممکن نہ ہوتا۔

مجكم بورد

ارم شاكررجيم عبدالصمد ڈ ائریکٹر چف ایگزیکٹیوآ فیسر

کراچی

24 اگست، 2020

ہمارے بنیادی فارماسیوٹیکل بزنس کی خالص سلز15.1 بلین رویے رہیں، جو کہ 1.6 فیصد کی منفی سلز گروتھ کو ظاہر کرتی ہیں۔ہماری کارکردگی پر Ranitidine (Zantac) کے عدم شکسل اور اس کے ساتھ ساتھ 19 COVID نے منفی اثر ڈالا جس کے باعث ہم نے لاک ڈاؤن کی صورت میں صحبے عامہ کے معالجین (HCP) کے پاس مریضوں کی کم آمداور کاروباری سرگرمیوں میں خلل کامشاہدہ کیا۔ Zantac کےاستثناء کے ساتھ مٹمنی گروتھ 2 فیصدر ہی،علاوہ ازیں ہم اس مدّ ت کے دوران ٹینڈرسیز کے ذریعے اپنے تجارتی کاروبار پریڑنے والے منفی اثرات کو کم کرنے میں کامیاب رہے۔ HCP كى شركت عمل كے حوالے سے، ہمارى سياز ٹيم كى جانب سے روبرودور معطل تھے، چنانچہ ہم نے فورى طور براينے HCPs سے منسلك رہنے کے لیے ڈیجیٹل شرکت عمل بشمول ویسے نارزاورای۔ ڈیٹیلنگ سے استفادہ کیا۔

2020 کی دوسری ششماہی کے دوران خام منافع گزشتہ سال کے مقابلے میں بہتر GP فیصد کے ساتھ 3.5 بلین رویے ریکارڈ کیا گیا۔اس بہتری کی بنیادی وجہاس مدّت کے دوران شرحِ مبادلہ میں پہلے سے بہتر استحکام اوراس کے ساتھ ساتھ لاگت میں بہتری کے لیے مصنوعات میں بہتر تنوّع اور مینو کیجرنگ کےاقدامات تھے۔

فروخت، مارکیٹنگ اورڈسٹری ہیوٹن کےاخراجات 1.4 بلین رو بےریکارڈ کیے گئے، گویاان میں گزشتہ سال کےمقابلے میں 15.4-فیصد کی کمی آئی ،جس کا بنیادی سبب COVID 19 لاک ڈاؤن کی وجہ سے تشہیری ودیگراخراجات میں کمی اوراس کے ساتھ ساتھ اخراجات کوکنٹرول کرنے کے لیے کمپنی کی جانب سے کیے گئے دیگرافتدامات تھے۔انتظامی اخراجات 0.8 بلین رویے ریکارڈ کیے گئے ؛اس مدمیں اضافے کی سب سے بڑی وجہ پہلی سہ ماہی میں ریکارڈ کردہ کیمشت ادائیگی کی لاگت ہے۔ ہمارے مالیاتی جار جزمیں بھی گزشتہ سال کے مقالبے میں نمایاں کمی دیکھنے میں آئی۔

کاروباری کارکردگی پر COVID کےاثرات کے باوجود ^{بمپ}نی نے 1.2 بلین رویے کابعداز ٹیکس منافع کی عمده گروتھ سامنے آئی،جس کی بنیادی وجہ کنٹرول کردہ اخراجات اور مالیاتی چار جزمیں کمی تھی۔

اس مدّت میں ہمارےکیش بیلنس میں 0.2 بلین سےاضا فیہوا۔ بیاضا فیہ نبیادی طور پر ہمارے ٹینڈ ربزنس کی جانب سے بھاری وصو لی کے سبب ہوا۔

COVID-19 کےخلاف GSK کاردِّعمل سہ پہلوئی حکمت عِملی برمبنی تھا جس کامطمع نظرافراد،تشلسل اورمعاونت تھے۔"افراد" اوران کی صحت و سالمیت کوتر جبح دیتے ہوئے ، دفاتر کوصورتحال مشحکم ہونے تک فوری طور پر بند کر دیا گیا تھا جبکہ رسدی سلسلے کے عملے میں بھی کم سے کم حد تک تخفیف کر دی گئی تھی۔تمام احتیاطی تدابیرہشمول PPE،ساجی فاصلے، ملاز مین کے تجزیے کو بھریورانداز میں نافذ کیا گیا۔ کاروباری' 'تسلسل'' کے لیے،رسدی سلسلے کے اسٹاف کوتمام ترضروری معاونت فراہم کی گئی اور HCPs تک رسائی کے لیے زیادہ توجہ ڈیجیٹل پلیٹ فارم کی طرف منتقل ہوگئی۔عملے کے لیے ہرطرح کی ''معاونت'' کویقینی بنانے کے لیے کیے جانے والےاقدامات میں آگاہی کے سیشنز ، ٹاؤن ہالز، ملاز مین کی معاونت کا پروگرام اوراس کے ساتھ ساتھ سازگار ماحول کی فراہمی شامل ہیں۔

كاروبارى ملى نتائج كاجائزه:

دوسری سہ ماہی کی مدّت مشکل کاروباری فضا کی حامل رہی جس کی بنیادی وجہ ملک بھر میں COVID-19 کے باعث ہونے والالاک ڈاؤن تھا،جس نے معاشی سرگرمی برمنفی اثر ڈالا اور تجارتی سرگرمیوں کوست روی کا شکار کیا۔ دیگر بیشتر صنعتوں کی طرح ، فار ماسیوٹرکل شعبے کی مارکیٹ گروتھ بھی متاثر ہوئی کیونکہ زیادہ تراسپتال اوراو بی ڈیز COVID کےعلاوہ دیگر بیاریوں کےعلاج کے لیے بند تھے اور ساجی فاصلے اور دیگر حفاظتی اقدامات کے باعث ڈاکٹر ز کے یاس مریضوں کی آمد میں بھی کمی آئی کے کمپنی مریضوں کو بروقت ادویات کی فراہمی اوراس کے ساتھ ساتھ کمیوٹی کی سپورٹ کی خاطرلوگوں کے تحفظ ، ملاز مین کی شرکت عمل، کاروباری تسلسل کویقنی بنانے کے لیے کوشاں رہی۔

زیر جائز ہمدّ تے کے دوران بمپنی نے 15.8 بلین رویے کی خالص سلز حاصل کیں ۔ کمپنی کی مجموعی سلز میں گلیکسواسمتھ کلائن کنزیومر ہیلتھ کیئر یا کتان کمیٹڈ کو کمپنی کی جانب سے تیار کردہ اُن مصنوعات کی مدمیں گزشتہ سال اسی مدّت کے دوران کی جانے والی 2.4 بلین کے مقابلے میں 0.7 بلین رویے کی سیلز بھی شامل ہیں جن کے مجاز بازاری حقوق گلیکسواسمتھ کلائن یا کستان لمیٹڈ کے یاس رہیں گے۔2020 کی پہلی ششماہی کے دوران مجاز بازاری حقوق کی منتقلی شروع ہوچکی ہےاوربعض مصنوعات گلیکسواسمتھ کلائن کنزیوم ہیلتھ کیئر کو پہلے ہی منتقل کی جاچکی ہیں۔خام اور پیکیجنگ کے مال کی خریداری اوران مصنوعات کی پیداوارا بگلیکسواسمتھ کلائن کنزیوم ہیلتھ کیئر کی جانب ہے منظم کی جائے گی۔امکان ہے کہ باقی ماندہ مصنوعات جن کے لیے MA ٹرانسفرز زیرالتواء ہیں،اس سال مکمل ہوجا کیں گے۔

ڈائر کیٹرز کا حائزہ:

ہم، بورڈ آف ڈائر کیٹرز کی طرف ہے، آپ کی تمپنی کی غیرآ ڈٹ شدہ مالیاتی تفصیلات برائے مدّتِ اختتام 30 جون، 2020ء پیش کرتے ہوئے انتہائی مسرت محسوں کررہے ہیں۔ بیرہالیاتی تفصیلات کمپینیزا یکٹ،2017 کے سیکشن 227 کے مطابق جمع کروائی گئی ہیں۔

بورد کی شکیلی ساخت:

1۔ ڈائر یکٹرز کی مجموعی تعداد درج ذیل کے مطابق 7ہے:

5 مرد: (a 2 خواتين: (b

2۔ بورڈ کی شکیلی ساخت ذیل میں دی گئی ہے:

خودمختار ڈائر یکٹر ٠ ما بين رحمان

• منيركمال

ا يَكِزِ يَكِيُّيُودُ ابْرُ يَكِيْرِز • ارم شا کررچیم

• عبدالصمير

• محمود ما نڈ وی والا نان ایگزیکٹیوڈ ائریکٹرز

• ڈیمائٹر واولینک (Dmytro Oliinyk)

• مارک ڈاسن (Mark Dawson)

بورد نے درج ذیل ارکان پر شتمل کمیٹیاں شکیل دی ہیں:

a) آ ڈٹ کمیٹی

i محتر منیر کمال۔ چیئر مین

ii۔ محتر مدما ہین رحمان۔ ممبر

iii۔ محتر ممجمود مانڈ وی والا۔ ممبر

iv۔ محترم ڈیمائٹرواولینک ۔ ممبر

۷- محتر م سیراحسن اعجاز ۔ سیکریٹری

INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF GLAXOSMITHKLINE PAKISTAN LIMITED

Report on review of Condensed Interim Financial Statements

Introduction

We have reviewed the accompanying condensed interim statement of financial position of GlaxoSmithKline Pakistan Limited as at June 30, 2020 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the financial statements for the half year then ended (here-in-after referred to as the "condensed interim financial statements"). Management is responsible for the preparation and presentation of this 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 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.

Other matter

The figures reported in the condensed interim statement of profit or loss and other comprehensive income for the quarter ended June 30, 2020 and June 30, 2019 have not been reviewed, as we are required to review only the cumulative figures for the half year ended June 30, 2020.

Conclusion

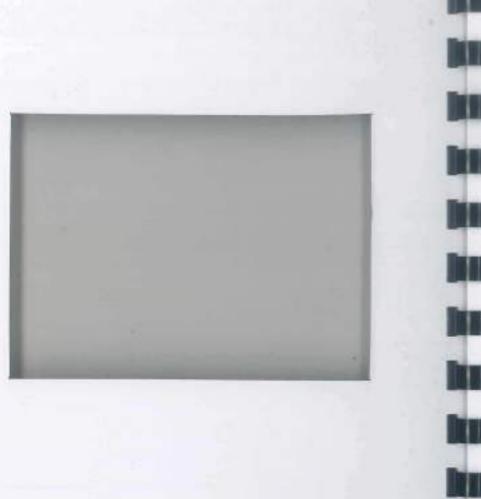
Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial statements are not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

The engagement partner on the review resulting in this independent auditor's review report is Nadeem Yousuf Adil.

Delatte Youty Adi

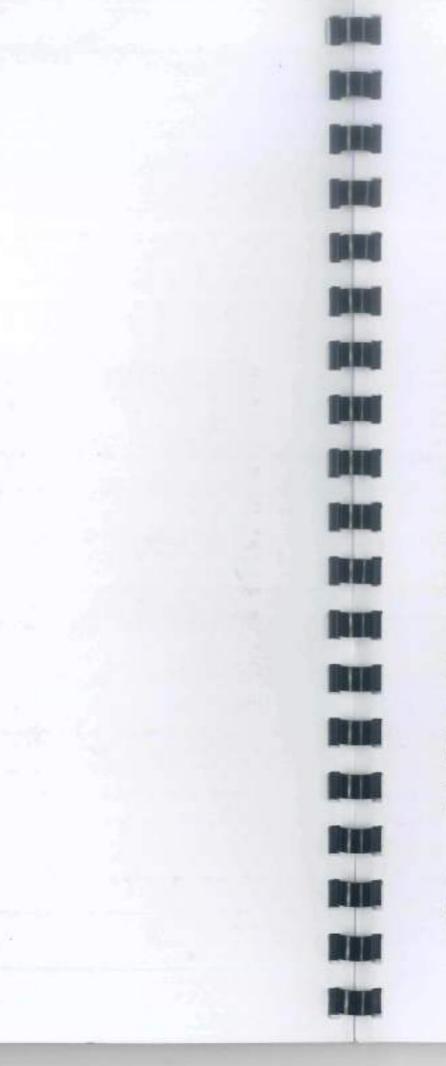
Place: Karachi

Date: August 28, 2020



GlaxoSmithKline Pakistan Limited

Condensed Interim Financial Statements For the half year ended June 30, 2020



DRAFT INDEPENDENT AUDITORS' REVIEW REPORT TO THE MEMBERS OF GLAXOSMITHKLINE PAKISTAN LIMITED

Report on review of Condensed Interim Financial Statements

Introduction

We have reviewed the accompanying condensed interim statement of financial position of GlaxoSmithKline Pakistan Limited as at June 30, 2020 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the financial statements for the half year then ended (here-in-after referred to as the "condensed interim financial statements"). Management is responsible for the preparation and presentation of this 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 financial statements based on our review.

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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 the accounting and reporting standards as applicable in Pakistan for Interim financial reporting.

Other matter

The figures reported in the condensed interim statement of profit or loss and other comprehensive income for the quarter ended June 30, 2020 and June 30, 2019 have not been reviewed, as we are required to review only the cumulative figures for the half year ended June 30, 2020.

The engagement partner on the review resulting in this independent auditors' review report is Nadeem Yousuf Adil.

Chartered Accountants

Place: Karachi Date:

GLAXOSM/THKLINE PAKISTAN LIMITED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2020

			Un-audited June 30, 2020	Audited December 31 2019
ASSETS		Note	Ruper	99 '000
Non-current assets				
Non-current assets				
Property, plant and equipment		4	9,468,653	9,480,06
Intangibles		5	1,041,742	1,041,74
Long-term loans to employees			79,216	103,22
Long-term deposits	~ .		22,010	22,01
			10,611,621	10,647,03
Current assets				
Stores and spares			209,801	206,20
Stock-in-trade		- 6	8,087,245	6,070,25
Trade debts			1,299,765	1,126,70
Loans and advances			470,251	347,48
Trade deposits and prepayments			251,478	313,97
Interest accrued			200	1,57
Taxation - payments less provision			487,136	679,87
Refunds due from government			22,673	30,54
Other receivables			530,948	1,105,57
Investments - at amortised cost			7776777	342,88
Cash and bank balances			2,518,909	2,347.03
			13,878,206	12,572,06
Total assets			24,489,827	23,219,10
EQUITY AND LIABILITIES				-
Equity				
Share capital			3,184,672	3,184,67
Reserves				
17001700				10.060.70
			12,285,268	
LIABILITIES			15,469,940	
LIABILITIES Non-current liabilities				
			15,469,940	16,137,39
Non-current liabilities		7	15,469,940	16,137,39 228,43
Non-current liabilities Staff retirement benefits Deferred taxation		7	15,469,940 261,820 712,558	16,137,39 228,43 645,95
Non-current liabilities Staff retirement benefits		7	261,820 712,558 39,205	16,137,39 228,43 645,95 42,56
Non-current liabilities Staff retirement benefits Deferred taxation		7	15,469,940 261,820 712,558	16,137,39 228,43 645,95 42,56
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities			261,820 712,558 39,205 1,013,583	16,137,39 228,43 645,95 42,56 916,95
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables		7	261,820 712,558 39,205	16,137,39 228,43 645,95 42,56 916,95
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up		8	261,820 712,558 39,205 1,013,583	228,43 645,95 42,56 918,95 5,977,29 2,35
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up Provisions			261,820 712,558 39,205 1,013,583 6,344,091	228,43 645,95 42,56 918,95 5,977,29 2,35 78,76
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up Provisions Current portion of lease liabilities		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512	228,43 645,95 42,56 918,95 5,977,29 2,35 78,76
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up Provisions Current portion of lease liabilities Unpaid dividend		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512 1,420,381	228,43 645,95 42,56 918,95 2,353 78,763 8,86
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Frade and other payables Accrued mark-up Provisions Current portion of lease liabilities Unpaid dividend		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512	16,137,39 228,43 645,95 42,56 918,95 5,977,29 2,35 78,76; 8,86
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512 1,420,381 123,705	228,43 645,95 42,56 918,95 5,977,29 2,353 78,76 8,86 97,476
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up Provisions Current portion of lease liabilities Unpaid dividend Unclaimed dividend		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512 1,420,381 123,705 8,006,304	12,952,724 16,137,396 228,433 645,956 42,564 918,956 5,977,292 2,353 78,762 8,867 97,476 6,164,750 7,081,706
Non-current liabilities Staff retirement benefits Deferred taxation Long-term portion of lease liabilities Current liabilities Trade and other payables Accrued mark-up Provisions Current portion of lease liabilities Unpaid dividend Unclaimed dividend Total liabilities		8	261,820 712,558 39,205 1,013,583 6,344,091 108,635 9,512 1,420,381 123,705 8,006,304 9,019,887	228,433 645,953 42,564 918,956 5,977,292 2,353 78,762 8,867 97,476 5,164,750

The annexed notes 1 to 19 form an integral part of this condensed interim financial statements.

Chief Executive Officer

Chief Financial Officer

GLAXOSMITHKLINE PAKISTAN LIMITED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE HALF YEAR ENDED JUNE 30, 2020 (UNAUDITED)

		Quarter	ended	Half year ended		
		June 30, 2020	June 30, 2019	June 30, 2020	June 30, 2019	
	Note	7,738,393 9,285,424 15,772,309 (5,923,439) (7,656,034) (12,311,559) 1,814,954 1,629,390 3,480,750 (564,687) (509,644) (1,408,061) (291,559) - (283,514) (765,265)		es '000		
Revenue from contracts with customers	11	7,738,393	9,285,424	15,772,309	17,653,475	
Cost of sales		(5,923,439)	(7,656,034)	(12,311,559)	(14,041,023)	
Gross profit		1,814,954	1,629,390	3,460,750	3,612,452	
Selling, marketing and distribution expenses	12	(564,687)	(509,644)	(1,408,061)	(1,663,724)	
Administrative exponses		(291,559)	- (283,514)	(765,265)	(562,086)	
Other operating expenses		(110,019)	(61,075)	(166,069)	(134,988)	
Other income	13	386,692	295,947	807,583	638,437	
Operating profit		1,235,381	1,071,104	1,928,938	1,890,091	
Financial charges		29,842	(301,914)	(19,141)	(303,278)	
Profit before taxation		1,265,223	769,190	1,909,797	1,588,813	
Taxation		(447,439)	(427,512)	(656,449)	(712,225)	
Profit after taxation		817,784	341,678	1,243,348	874,588	
Other comprehensive income			19			
Total comprehensive income		817,784	341,678	1,243,348	874,588	
Earnings per share	14	Rs. 2.57	Rs. 1.07	Rs. 3.90	Rs. 2.75	

The annexed notes 1 to 19 form an integral part of this condensed interim financial statements.

Chief Executive Officer

Chief Financial Officer

GLAXOSMITHKLINE PAKISTAN LIMITED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE HALF YEAR ENDED JUNE 30, 2020 (UN-AUDITED)

		Capital Reserve	Reserve Revenue Reserves				
	Share capital	Reserve arising on Schemes of Arrangements	General reserve	Unappropriated profit	Total Reserves	Total	
				nees '000			
Balance as at January 1, 2019	3,184,672	1,126,923	3,999,970	7,107,885	12,234,778	15,419,450	
Final dividend for the year ended December 31, 2018 @ Rs. 7 per share	-			(2,229,271)	(2,229,271)	(2,229,271)	
Total comprehensive income for the							
half year ended June 30, 2019				874,588	874,588	874,588	
Balance as at June 30, 2019	3,184,672	1,126,923	3,999,970	5,753,202	10,880,995	14,064,767	
Balance as at January 1, 2020	3,184,672	1,126,923	3,999,970	7,825,831	12,952,724	16,137,396	
Final dividend for the year ended December 31, 2019 @ Rs. 6 per share		1		(1,910,804)	(1,910,804)	(1,910,804)	
Total comprehensive income for the half year ended June 30, 2020				1,243,348	1,243,348	1,243,348	
Balance as at June 30, 2020	3,184,672	1,126,923	3,999,970	7,158,375	12,285,268	15,469,940	

The annexed notes 1 to 19 form an integral part of this condensed interim financial statements.

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Chief Executive Officer

Chief Financial Officer

GLAXOSMITHKLINE PAKISTAN LIMITED CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE HALF YEAR ENDED JUNE 30, 2020 (UN-AUDITED)

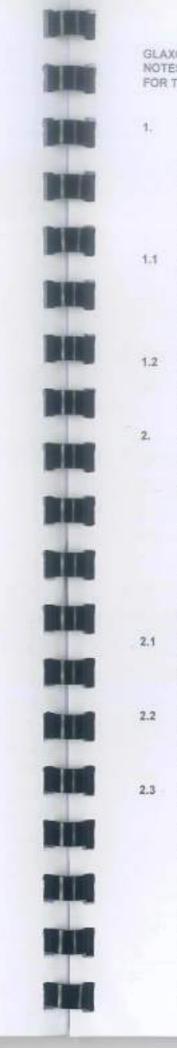
		June 30, 2020	June 30, 2019
CASH FLOWS FROM OPERATING ACTIVITIES	Note -	Rupaes	'000
Cash generated from / (used in) operations	15	1,035,193	(1,728,295
Staff retirement banefits paid		(154,983)	(108,586)
Income taxes paid		(407,105)	(1,179,514
Mark-up paid -		(2,353)	-
Increase / (decrease) in long-term loans to employees		24,008	(19,638
Net cash generated from / (used in) operating activities		494,759	(3,036,031
GASH FLOWS FROM INVESTING ACTIVITIES	10 m		
Fixed capital expenditure	1	(366,014)	(575,229
Proceeds from sale of operating assets		28,758	53,354
Return received		141,068	82,547
Net cash used in investing activities		(196,188)	(439,328
CASH FLOWS FROM FINANCING ACTIVITIES			
Lease rentals paid		(5,344)	(13,681
Dividend paid		(464,214)	(2,213,749
Net cash used in financing activities		(469,558)	(2,227,430
Net decrease in cash and cash equivalents		(170,987)	(5,702,789
Cash and cash equivalents at beginning of the period		2,689,896	3,432,851
Cash and cash equivalents at end of the period	16	2,518,909	(2,269,938

The annexed notes 1 to 19 form an integral part of this condensed interim financial statements.

DAW

Chief Executive Officer

Chief Financial Officer



GLAXOSMITHKLINE PAKISTAN LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE HALF YEAR ENDED JUNE 30, 2020 (UN-AUDITED)

1. THE COMPANY AND ITS OPERATIONS

GlaxoSmithKline Pakistan Limited (the Company) is incorporated in Pakistan as a limited liability company and is listed on the Pakistan Stock Exchange. The registered office of the Company is situated at 35 - Dockyard Road, West Wharf, Karachi, Sindh. It is engaged in manufacturing and marketing of research based ethical specialities and pharmaceutical products.

The Company is a subsidiary of S.R. One International B.V., Netherlands, whereas its ultimate parent company is GlaxoSmithKline plc, UK.

- 1.1 Due to the pending transfer of marketing authorisations and certain permissions for Over the Counter (OTC) products of GlaxoSmithKline Consumer Healthcare Pakistan Limited (GSK CH) with Drug Regulatory Authority of Pakistan (DRAP), the Company, for and on behalf of GSK CH was engaged in the procurement, manufacturing and managing the related inventory and receivable balances pertaining to such products against a service fee charged by the Company. With effect from January 17, 2020, the marketing authorisation and permissions for certain OTC products have been transferred to GSK CH and therefore, GSK CH is now involved in procurement, manufacturing, marketing and managing of such inventory items.
- 1.2 The coronavirus outbreak situation, during the period, was evolving in the country. Up to the date of these financial statements, the outbreak has not had a material adverse impact on the financial results of the Company. Presently, pharmaceutical businesses have been allowed to continue their operations by both provincial and federal governments in order to ensure availability of our products in the market.

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 34: 'Interim Financial Reporting' (IAS 34), issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act); and
- Provisions of and directives issued under the Act.

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.

- 2.1 The disclosures made in these condensed interim financial statements have, however, been limited based on the requirements of IAS 34. These condensed interim financial statements do not include all the information and disclosures required in a full set of financial statements and should be read in conjunction with the annual audited financial statements of the Company for the year ended December 31, 2019.
- 2.2 These condensed interim financial statements are unaudited. However, a limited scope review of these condensed interim financial statements have been performed by the external auditors of the Company in accordance with the requirements of Rule Book of Pakistan Stock Exchange Limited and they have issued their review report thereon. These condensed interim financial statements are submitted to the shareholders as required by section 237 of the Companies Act, 2017.
- 2.3 Standards, interpretations and amendments to published approved accounting standards that became effective during the period

The following amendments became effective from accounting periods, beginning on or after the date mentioned against each of them.

Effective from accounting periods beginning on or after:

Amendments to the conceptual framework for financial reporting, including amendments to references to the conceptual framework in IFRS January 01, 2020 January 01, 2020

Amendments to IFRS 3 'Business Combinations' - Definition of a business

The state of the s

Amendments to IAS 1 'Presentation of Financial Statements' and IAS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' - Definition of material January 01, 2020

Effective from accounting periods beginning on or after:

Amendments to IFRS 9 'Financial Instruments', IAS 39 'Financial Instruments: Recognition and Measurement' and IFRS 7 'Financial Instruments: Disclosures' -Interest rate benchmark reform

January 01, 2020

Amendment to IFRS 16 'Leases' - Covid-19 related rent concessions

January 01, 2020

However, these are not relevant to the Company's financial reporting and therefore have not been discussed in detail.

ACCOUNTING POLICIES

Significant accounting policies

- 3.1.1 The significant accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual audited financial statements of the Company for the year ended December 31, 2019.
- 3.1.2 Taxes on income are accrued using the average tax rate that is expected to be applicable to the full financial year.

Financial risk management

The Company's financial risk management objective and policies are consistent with those disclosed in the annual audited financial statements of the Company for the year ended December 31, 2019.

Fair value of financial assets and liabilities

The carrying value of financial assets and financial liabilities reported in these condensed interim financial statements approximates their fair values.

Estimates and judgments

Estimates and judgments made by management in the preparation of these condensed interim financial statements are same as those applied in the preparation of the annual audited financial statements of the Company for the year ended December

			(Un-audited) June 30, 2020	(Audited) December 31, 2019
4,	PROPERTY, PLANT AND EQUIPMENT	Note	Rupes	s '000
	Operating assets Capital work-in-progress Right of use of asset Major spare parts and standby equipments	4.1	8,631,083 642,826 45,055 149,689	8,673,011 599,311 52,011 155,728
			9,468,653	9,480,061

Details of additions to and disposals of operating assets are as follows:

		(Un-aud Addition (at co	ons	(Un-aud Dispos (at net boo	als
		June 30, 2020	June 30, 2019	June 30, 2020	June 30, 2019
			Rupees	s '000	
Impr	ovements on buildings	100,654	107,512	22	*
Plan	t and machinery	72,919	131,731	1,915	
Fum	iture and fixtures	16,812	9,967		5,880
Vehi	cles	122,814	100,727	17,441	24,588
Offic	e equipments	17,472	74,922		
		330,671	424,859	19,356	30.468

SHIEL SHIEL	5.	INTANGIBLES	Note	(Un-audited) June 30, 2020 Rupee	(Audited) December 31, 2019
State of the last	25777	MITALICE STATE OF THE STATE OF		7111	
IMI		Goodwill Marketing authorisation rights	5.1	955,742 86,000	955,742 86,000
OK MINIS				1,041,742	1,041,742
2101	5.1	This represents Rs. 86 million paid as consideration for acquire Pharmaceuticals (Private) Limited.	ring market aut	horisation rights of T	raxon from Akhai
District of the last				June 30.	December 31,
				2020	2019
	6.	STOCK-IN-TRADE		Rupee	100000 E
100		Raw and packing material Work-in-process Finished goods		3,838,197 599,626 4,176,919 8,614,742	3,311,520 480,587 2,887,952 6,680,059
Danit .		Less: Provision for slow moving, obsolete and damaged items		(527,497)	(609,806)
STREET.				8,087,245	6,070,253
STEEL STEEL	6.1	Finished goods includes items costing Rs. 1.45 billion (December 31, Rs. 1.07 billion (December 31, 2019; Rs. 0.85 billion). Raw and packi (December 31, 2019; Rs. 85.9 million) and WIP has been lowered by respectively to recognize them at Net Realizable Value.	ng materials hav	e been lowered by Rs.	124.59 million

- Stock-in-trade of Rs. 72.48 million (December 31, 2019: Rs. 161.06 million) have been written off against provision during the

DEFERRED TAXATION

		duni	30, 2020		December 91, 2019			
	Opening Hability / (assets)	Charged / (niversal) to profit & loss	Charged / (reversel) to other comprehensiv e Income	Closing liability / (xoset)	Opening Stability / (accets)	Charged / (reversal) to profit & loss	Ottarged / (reversal) to other comprehensiv e locome	Closing Hability ((except)
				Mapses '0'	00			
Credit belance arising in respect of								
 Acceleration depreciation allowences 	996,963	45,016	1.3	1,044,600	909,174	89,788		198,163
- Assets under IFRS 16	14,760	(1,943)		12,807		14,750	-	14,750
Debit balances arising in respect of								
 Allowance for impairment of tracts debts, provision for doubtful other receivables 								
and refunds due from government	(92,645)	9,737	- 1	(83,108)	(74,589)	(16,276)	1.67	(92,645)
- Listriky under IFRS 18	(14,535)	707	200	(13,648)		(14,585)		(14,585)
- Provision for trace deposits and								
doubtful advances	(17,712)	(417)		(18,129)	(14,532)	(3,180)	2/1	(17,712)
 Provision for slow moving & obsolete stocks 								
and stores & spares	(177,833)	23,083	13	(184,786)	(101,505)	(76,328)		(177,833)
- Staff retrement benefits	(64,782)	(9,640)	-	(74,422)	(102,681)	75,070	(97,172)	(64,783)
	645,995	66,503		712,668	015,867	67,240	(37,172)	845,965

		June 30, 2020	December 31, 2019	
8.	TRADE AND OTHER PAYABLES	Rupes	Rupees *000	
	Creditors and bills payable Accrued liabilities Others	2,107,329 2,307,587 1,929,175	1,698,945 2,522,647 1,755,700	
9.	PROVISIONS	6,344,091	5,977,292	
	Balance at beginning of the period Charge for the period Payments during the period	78,762 227,882 (198,009)	74,602 452,606 (448,446)	
	Balance at end of the period	108,635	78,762	

(Un-audited)

(Audited)

10. CONTINGENCIES AND COMMITMENTS

- 10.1 Following is the change in the status of contingencies as reported in the financial statements for the year ended December 31, 2019:
 - (i) During the period, Appellate Tribunal Inland Revenue (ATIR) confirmed the aggregate demand of Rs. 31. 42 million, earlier confirmed & raised by Commissioner Inland Revenue Appeals and Assessing Officer respectively, for the tax years 2014, 2015 and 2016 on the issue of non-withholding of tax on sale by auction / tender. The Company is in process of filing appeal before Sindh High Court against the decision of ATIR.

The management is confident that the ultimate decision in the above cases will be in favour of the Company, hence, no provision has been recognised in respect of the aforementioned additional tax demands.

10.2 Commitments for capital expenditure outstanding as at June 30, 2020, amounted to Rs. 644.74 million (December 31, 2019: Rs. 594.37 million).

11. REVENUE FROM CONTRACTS WITH CUSTOMERS

11.1 This include sales of Over the Counter Products amounting to Rs. 0.71 billion (June 30, 2019: 2.35 billion to GSK CH being manufactured by the Company due to pending transfer of marketing authorisations by Drug Regulatory Authority of Pakistan ('DRAP') - refer note 1.1.

12. SELLING, MARKETING AND DISTRIBUTION EXPENSES

This includes advertising and sales promotion expenses of Rs. 199,79 million (June 30, 2019: Rs. 250.13 million).

13. OTHER INCOME

OTHER INCOME						
	111111111111111111111111111111111111111		Quarter ended - (Un-audited)		Half year ended - (Un-audited)	
		June 30,	June 30,	June 30,	June 30,	
		2020	2019	2020	2019	
Ne	ote	Rupee		s '000		
Income from financial assets			163300			
Return on Treasury bills			792	12,373	9.753	
Income on savings and deposit accounts		52,032	10,685	127,122	71,473	
	- 22	52,032	11,477	139,495	81,226	
Income from non-financial assets						
Gain on disposal of operating assets		3,042	2,370	9,402	22,885	
Others						
Scrap sales		15,435	14,605	23,740	27,664	
Insurance Commission		1.110 gg/10	1,321	1.50	9,821	
Promotional allowance 1:	3.1	244,037	242,000	555,844	467,000	
Liabilities no longer payable written off		61,248	100000000000000000000000000000000000000	61,248		
Service fee		3,000	3,000	6,000	6,000	
Others		7,898	21,174	11,854	23,841	
		386,692	295,947	807,583	638,437	

13.1 This represents allowance from GSK group against various promotional activities for brand building and sustainable investments. (Un-audited) (Un-audited) June 30, June 30, 2020 2019 EARNINGS PER SHARE Rupees '000 874,588 Profit after taxation 1,243,348 Number of shares Weighted average number of shares 318,467,278 outstanding during the period 318,467,278 Earnings per share - basic Rs. 3.90 Rs. 2.75 14.1 A diluted earnings per share has not been presented as the Company did not have any convertible instruments in issue which would have any effect on the earnings per share if the option to convert is exercised. (Un-audited) (Un-audited) June 30, June 30, 2020 2019 CASH GENERATED FROM OPERATIONS Rupees '000 1,586,813 Profit before taxation 1,909,797 Add / (less): Adjustments for non-cash charges and other items 374,298 Depreciation and impairment 358,066 (Reversal) / Provision for slow moving, obsolete and damaged stock-in-trade 335,962 net of stock written off (9,835)(9,402)Gain on disposal of operating fixed assets (22,885)Interest income (81,226) (139,495)Financial charges 36,202 2,630 Provision for staff retirement benefits 139,446 188,366 Profit before working capital changes 2,300,127 2,368,610 Effect on cash flow due to working capital changes (Increase) / decrease in current assets Stores and spares (37, 245)(3,599)Stock-in-trade (4,201,775)(2,007,157) 346,330 Trade debts (173,065) Loans and advances (122,786) (232,712) (100,556) Trade deposits and prepayments 62,501 Refunds due from the government 1,596 7,870 Other receivables (773,757)574,630 (4,998,119) (1,661,606) Increase / (decrease) in current liabilities Trade and other payables 366,799 874,919 Provisions 26,295 29,873 (1,264,934) (4,096,905) (1,728,295)1,035,193

Cash and bank balances Running finance under mark-up arrangement 7. TRANSACTIONS WITH RELATED PARTIES The related parties include holding company, associated companies, directors and kay management personnel of the Company. The transactions with related parties are carried out in the normal course of business at contracted rates. Details transactions with related parties and balances with them at period end, other than those which have been disclosed elsewh in these financial statements, are as follows: (Un-audited) June 30, 2030 2030 2019 17.1 Details of transactions carried out during the period with the related parties are as follows: Relationship Nature of transactions Holding company; Dividend paid Associated companies: a. Royally expense charged b. Purchase of goods c. Sale of goods c. Sale of goods d. Recovery of expenses - note 17.1.1 276,884 3,877,585 4,323,389 4,586,686 3,877,586 4,323,389 4,587,586 4,323,389 4,587,586 4,383,386 186,687,688 6,888,688,688,688,688,688,688,688,6					(Un-audited) June 30, 2020	(Un-audited) June 30, 2019	
Running finance under mark-up arrangement (2,745, 2,518,909) (2,286). 17. TRANSACTIONS WITH RELATED PARTIES The related parties include holding company, associated companies, directors and key management personnel of the Company. The transactions with related parties are carried out in the normal course of business at contracted rates. Detailt transactions with related parties and balances with them at period end, other than those which have been disclosed elsewh in these financial statements, are as follows: (Un-audited) June 30, 2020 (16.	CASH AND CASH EQUIVALENTS		Ruper	A TOTAL CONTRACTOR OF THE PARTY		
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Transactions with reLated parties The related parties include holding company, associated companies, directors and key management personnel of the Company. The transactions with related parties are carried out in the normal course of business at contracted rates. Details transactions with related parties are as follows: Un-audited Un-audited Un-audited Un-audited Unaddited	-	Running finance under mark-up arran	ngement			(2,745,301	
The related parties include holding company, associated companies, directors and key management personnel of the Company. The transactions with related parties are carried out in the normal course of business at contracted rates. Details transactions with related parties and balances with them at period end, other than those which have been disclosed elsewing these financial statements, are as follows: (Un-audited) June 30, 2020 2019 17.1 Details of transactions carried out during the period with the related parties are as follows: Relationship Nature of transactions Rupees '000 1.841; Associated Companies: a. Royalty expense charged b. Purchase of goods c. Salte of goods d. Recovery of expenses - note 17.1.1 276,884 273,275 2,399; d. Recovery of expenses - note 17.1.1 276,884 270,275 2,399; d. Recovery of expenses - note 17.1.1 276,884 270,275 270,275 2,399; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 4,323; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 4,323; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 3,817,556 4,323; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 3,817,556 4,323; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 4,323; d. Recovery of expenses - note 17.1.1 276,884 276,000 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,817,556 3,8	Thems.				2,518,909	(2,269,938	
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b. Other receivables 499,214 1,070,5 c. Trade and other payables 1,515,358 956,5	di	Associated Companies:	a	Trade debts		8,107	
c. Trade and other payables 1,515,358 956,5					400.044		
reyable to start retirement funds 261,820 228,4	210	Danishle to stell - I'm	G.	rrade and other payables		956,523	
		Hayable to staff retirement funds			261,820	228,437	

IFRS 13 "Fair Value Measurement" defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participents at the measurement date. The carrying amounts of all the financial instruments reflected in these financial statements approximate their fair value. IFRS 13 requires categorization of fair value measurements into different levels of fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels: Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities. Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). Level 3: Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs). The Company does not have any financial assets and liabilities measured at fair value. The carrying values of all the financial assets and financial fliabilities reported in the balance sheet approximate their fair values because these are of short term in

19. DATE OF AUTHORISATION FOR ISSUE

nature and not repriced frequently.

This condensed interim financial statements was approved and authorised for issue by the Board of Directors of the Company

Chief Executive Office

Chief Financial Officer