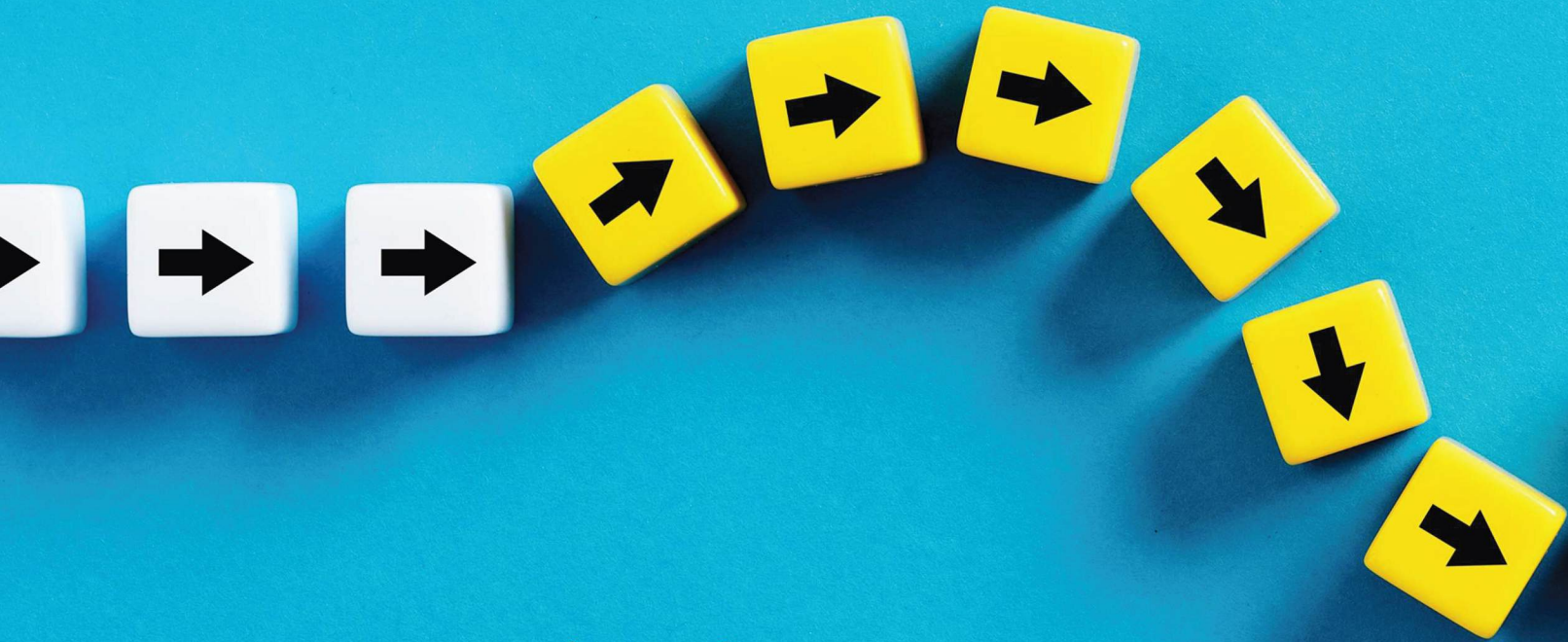




Quarterly Report
September 2024

 **Adapt**
Elevate
Dominate

Table of contents



02	Company Information
03	Directors' Review Report
04	Directors' Review Report (Urdu)
05	Condensed Interim Statement of Financial Position
06	Condensed Interim Statement of Profit & Loss
07	Condensed Interim Statement of Changes in Equity
08	Condensed Interim Statement of Cash Flows
09	Notes to the Condensed Interim Statements

Company Information

Board of Directors

Ms. Ameena Saiyid	Chairperson
Mr. Munis Abdullah	Director
Mr. S. Nadeem Ahmed	Director
Mr. Mufti Zia Ul Islam	Director
Mr. Zubair Palwala	Director
Mr. Atta ur Rehman	Director
Mr. Shuja Malik	Director

Audit Committee

Mr. Shuja Malik	Chairman
Mr. Zubair Palwala	Member
Ms. Ameena Saiyid	Member

Human Resource & Remuneration Committee

Mr. Shuja Malik	Chairman
Mr. S. Nadeem Ahmed	Member
Ms. Ameena Saiyid	Member

Chief Executive Officer

Mr. Muhammad Ghiyasuddin

Chief Financial Officer

Mr. Hammad Bin Kafeel

Company Secretary

Mr. Hussain Murtaza

Auditors

A.F. Ferguson & Co., Chartered Accountants

Internal Auditors

Grant Thornton Anjum Rahman

Legal Advisor

Mohsin Tayabaly & Co.

Bankers

Habib Bank Limited
National Bank of Pakistan
Summit Bank Limited
Soneri Bank Limited
Habib Metropolitan Bank Limited
Al-Baraka Bank (Pakistan) Limited
Dubai Islamic Bank Pakistan Limited
Meezan Bank Limited
Bank Al Falah Limited

Registered Office

2nd Floor, One Ibl Centre,
Block 7&8, Dmchs
Tipu Sultan Road,
Off: Shahrah-e-faisal, Karachi

Share Registrar

Central Depository Company
Of Pakistan Limited
Cdc House, 99-b, Block-b, Smchs
Shahrah-e-faisal, Karachi – 74400

DIRECTORS' REPORT

The Board of Directors of IBL HealthCare Limited (IBLHL) take pleasure to present before the shareholders, performance review together with the condensed interim financial statements of the Company for the period ended September 30, 2024.

The Directors' report is prepared under section 227 of the Companies Act, 2017, chapter XII clause 34 of Listed Companies (Code of Corporate Governance) Regulations, 2019.

SUMMARY OF FINANCIAL PERFORMANCE

	September 30,	
	2024	2023
	(Rupees in Thousand)	
Revenue	1,078,954	1,061,197
Gross profit	339,884	353,363
Gross profit as a percentage of revenue	32%	33%
Profit before taxation	106,524	119,276
Profit after taxation	59,864	79,911

PRINCIPAL ACTIVITIES & OVERVIEW OF FINANCIAL PERFORMANCE

The principal activities of the Company include marketing, selling and distribution of healthcare & consumer products.

During the period under review, revenue increased modestly by 1.7% i.e. to PKR 1,079 million from PKR 1,061 million for the same period last year. Due to a combination of inflationary pressures and supply chain disruptions, gross profit margins have declined slightly from 33% last year to 32% in the current period. Increase in distribution and marketing, to maintain market share, coupled with higher tax rates have contributed towards the decline in net profit percentage to 6% in the current period.

FUTURE OUTLOOK

The Company is continuously striving for growth while at the same time maximizing the return to the shareholder. We are confident that we can generate increased value for all stakeholders with better delivery of products and services. In accomplishing this, we would like to appreciate the enormous cooperation and support of our sales force, without which we will not be able to achieve these results.

We also take this opportunity to thank our employees for their continuing contribution in the achievement of Company's results.



Chief Executive Officer



Director

October 29, 2024
Karachi

ڈائریکٹرز کی رپورٹ

IBL ہیلتھ کیئر لمیٹڈ (IBLHL) کے بورڈ آف ڈائریکٹرز 30 ستمبر 2024 کو ختم ہونے والی مدت کے لیے کمپنی کے کنڈسٹ عبوری مالیاتی بیانات کے ساتھ حصص یافتگان کے سامنے کارکردگی کا جائزہ پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

ڈائریکٹرز کی رپورٹ کمپنیز ایکٹ، 2017 کے سیکشن 227، لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز، 2019 کے باب XII شق 34 کے تحت تیار کی گئی ہے۔

مالیاتی کارکردگی کا خلاصہ

	September 30, 2024	2023
Revenue	1,078,954	1,061,197
Gross profit	339,884	353,363
Gross profit as a percentage of revenue	32%	33%
Profit before taxation	106,524	119,276
Profit after taxation	59,864	79,911

پرنسپل سرگرمیاں اور مالیاتی کارکردگی کا جائزہ

کمپنی کی بنیادی سرگرمیوں میں صحت کی دیکھ بھال اور صارفین کی مصنوعات کی مارکیٹنگ، فروخت اور تقسیم شامل ہے۔

زیر جائزہ مدت کے دوران، آمدنی میں 1.7% کا معمولی اضافہ ہوا یعنی گزشتہ سال کی اسی مدت کے 1,061 PKR ملین سے 1,079 PKR ملین ہو گیا۔ افراط زر کے دباؤ اور سپلائی چین میں رکاوٹوں کے امتزاج کی وجہ سے، مجموعی منافع کا مارجن گزشتہ سال کے 33% سے تھوڑا کم ہو کر موجودہ مدت میں 32% ہو گیا ہے۔ مارکیٹ شیئر کو برقرار رکھنے کے لیے ڈسٹری بیوشن اور مارکیٹنگ میں اضافہ، ٹیکس کی بلند شرحوں کے ساتھ موجودہ مدت میں خالص منافع کی شرح 6 فیصد تک آگئی ہے۔

مستقبل کا آؤٹ لک

کمپنی مسلسل ترقی کے لیے کوشاں ہے اور ساتھ ہی ساتھ شیئر ہولڈرز کو زیادہ سے زیادہ واپسی بھی کر رہی ہے۔ ہمیں یقین ہے کہ ہم مصنوعات اور خدمات کی بہتر ڈیلیوری کے ساتھ تمام اسٹیک ہولڈرز کے لیے قدر میں اضافہ کر سکتے ہیں۔ اس کو پورا کرنے میں، ہم اپنی سبیلز فورس کے بے پناہ تعاون اور تعاون کی تعریف کرنا چاہیں گے، جس کے بغیر ہم یہ نتائج حاصل نہیں کر سکیں گے۔

ہم اس موقع سے اپنے ملازمین کا کمپنی کے نتائج کے حصول میں مسلسل تعاون کے لیے شکریہ ادا کرتے ہیں۔

ڈائریکٹر

چیف ایگزیکٹو آفیسر

29 اکتوبر 2024
کراچی

IBL HEALTHCARE LIMITED
CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION
AS AT SEPTEMBER 30, 2024

	Note	Un-audited September 30, 2024	Audited June 30, 2024
------(Rupees in '000)-----			
ASSETS			
Non-current assets			
Furniture and equipment	4	5,003	4,729
Right-of-use-asset		1,300	2,123
Investment properties		587,374	587,374
Intangible assets		2,212	2,466
Deferred taxation - net		15,970	15,970
		<u>611,859</u>	<u>612,662</u>
Current assets			
Inventories		1,026,583	905,328
Trade and other receivables	5	1,774,643	1,331,816
Loans, advances, deposits and prepayments	6	104,294	62,100
Taxation - payments less provision		45,219	39,258
Cash and bank balances	7	92,948	375,594
		3,043,688	2,714,096
Total assets		<u><u>3,655,546</u></u>	<u><u>3,326,758</u></u>
EQUITY AND LIABILITIES			
Share capital and reserves			
Share Capital			
Issued, subscribed and paid-up share capital	8	856,748	856,748
Capital reserve			
Share premium		119,600	119,600
Revenue reserve			
Un-appropriated profit		1,198,195	1,138,331
		<u>2,174,543</u>	<u>2,114,679</u>
Liabilities			
Non-current liabilities			
Lease liability		-	-
		-	-
Current liabilities			
Trade and other payables	9	979,849	1,131,066
Advance from customers		52,522	34,155
Sales Tax Payable		7,492	3,206
Short term borrowings		417,987	19,267
Current portion of lease liability		2,060	3,128
Unclaimed dividend		7,059	7,105
Unpaid dividend		14,035	14,152
		1,481,004	1,212,079
Contingencies and commitments	10		
Total equity and liabilities		<u><u>3,655,546</u></u>	<u><u>3,326,758</u></u>

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



Chief Executive Officer



Director



Chief Financial Officer

IBL HEALTHCARE LIMITED
CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER
COMPREHENSIVE INCOME (Un-audited)
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

	Note	September 30, 2024	September 30, 2023
----- (Rupees in '000) -----			
Revenue	11	1,078,954	1,061,197
Cost of Sales		(739,070)	(707,834)
Gross Profit		339,884	353,363
Distribution costs		(185,174)	(194,697)
Administrative expenses		(34,206)	(24,053)
Other income / (loss)	12	(1,592)	2,653
Profit from operations		118,913	137,266
Finance cost		(12,389)	(17,990)
Profit before levies and income tax		106,524	119,276
Levies - minimum tax		(7,246)	-
Profit before taxation		99,278	119,276
Income Tax Expense		(39,414)	(39,365)
Profit after taxation		59,864	79,911
Other comprehensive income		-	-
Total comprehensive income		59,864	79,911
Earnings per share (Rupees)		0.70	1.12

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



Chief Executive Officer



Director



Chief Financial Officer

IBL HEALTHCARE LIMITED
CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Un-audited)
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

	Issued, subscribed and paid-up share capital	Reserve for issue of bonus shares	Share Premium	Unappropriated profit	Total share holders' equity
	----- (Rupees in '000) -----				
Balance as at July 01, 2023	713,956	-	119,600	1,273,571	2,107,127
Total comprehensive income for the period ended September 30, 2023	-	-	-	79,911	79,911
Balance as at September 30, 2023	713,956	-	119,600	1,353,483	2,187,039
Balance as at July 01, 2024	856,748	-	119,600	1,138,331	2,114,679
Total comprehensive income for the period ended September 30, 2024	-	-	-	59,864	59,864
Balance as at September 30, 2024	856,748	-	119,600	1,198,195	2,174,543

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



Chief Executive Officer



Director



Chief Financial Officer

IBL HEALTHCARE LIMITED
CONDENSED INTERIM STATEMENT OF CASH FLOWS (Un-audited)
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

	September 30, 2024	September 30, 2023
	----- (Rupees in '000) -----	
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit before taxation	106,524	119,276
Adjustments for non-cash items:		
Depreciation	445	430
Depreciation of right-of-use asset	823	808
Amortization of intangible assets	255	706
Finance cost	12,389	17,990
	<u>120,436</u>	<u>139,210</u>
Decrease/(Increase) in working capital		
Inventories	(121,255)	(203,120)
Trade and other receivables	(442,827)	(399,070)
Loans, advances, deposits and prepayments	(42,194)	(40,950)
Refund Due from Government - Sales Tax	-	3,186
Sales tax due to Govt	4,286	-
Trade and other payables	(156,717)	424,319
Advance from customers	18,362	16,831
	<u>(740,346)</u>	<u>(198,803)</u>
Cash (used in) / generated from operations	<u>(619,910)</u>	<u>(59,592)</u>
Income tax paid	(52,621)	(31,396)
Finance cost paid	(6,889)	(17,841)
Net cash (used in) / generated from operating activities	<u>(679,420)</u>	<u>(108,829)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for acquisition of furniture and equipment	(719)	(533)
Net cash (used) in investing activities	<u>(719)</u>	<u>(533)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Dividend paid	(163)	(1)
Long-term loan repayment	-	-
Payments against lease liability	(1,064)	(1,022)
Net cash (used) in financing activities	<u>(1,227)</u>	<u>(1,023)</u>
Net (decrease) / increase in cash and cash equivalents	<u>(681,366)</u>	<u>(110,385)</u>
Cash and cash equivalents at the beginning of the period	356,327	(194,742)
Cash and cash equivalents at the end of the period	<u><u>(325,039)</u></u>	<u><u>(305,127)</u></u>

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



Chief Executive Officer



Director



Chief Financial Officer

IBL HEALTHCARE LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

1. LEGAL STATUS AND OPERATIONS

IBL HealthCare Limited (the Company) was incorporated in Pakistan under the repealed Companies Ordinance, 1984 (now the Companies Act, 2017) as a private limited company on July 14, 1997. In November 2008, the Company was converted into public limited company. The shares of the Company are quoted on the Pakistan Stock Exchange.

The principal activities of the Company include marketing, selling and distribution of healthcare products.

The Company is a subsidiary of The Searle Company Limited (the Holding Company) and International Brands (Private) Limited (the Ultimate Parent Company).

The geographical location and address of the Company's business units are as under:

- The registered office of the Company is located at One IBL Centre, 2nd floor, Plot No.1, Block 7 & 8, D.M.C.H.S. Tipu Sultan Road, Off Shahrah-e-faisal, Karachi.
- The Company also has a distribution warehouse located in Korangi Industrial Area, Karachi.

2. BASIS OF PREPARATION

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

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017;
- Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan as notified under the companies Act, 2017; and
- provisions of and directives issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out. The policies have been consistently applied to all the years presented, unless otherwise stated.

		Un-audited	Audited
		September 30,	June 30,
		2024	2023
		-----Rupees in '000-----	
4. FURNITURE AND EQUIPMENT	Note		
Operating assets	4.1	5,003	4,729
		<u>5,003</u>	<u>4,729</u>
4.1	Details of additions in operating assets during the period were as follows:		
		Un-audited	Un-audited
		September 30,	September 30,
		2024	2023
		-----Rupees in '000-----	
Office equipments		719	533
		<u>719</u>	<u>533</u>

IBL HEALTHCARE LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

		Un-audited September 30, 2024	Audited June 30, 2024
		-----Rupees in '000-----	
5.	Trade and other receivables		
	Trade receivables - considered good		
	Due from related parties	992,545	733,583
	Others	720,451	539,044
		<u>1,712,996</u>	<u>1,272,627</u>
	Less: Provision for doubtful debts	<u>(27,067)</u>	<u>(27,067)</u>
		<u>1,685,929</u>	<u>1,245,560</u>
	Other receivables		
	Claims from Supplier	81,207	77,034
	Due from related party	7,402	9,223
	Others	105	-
		<u>88,714</u>	<u>86,256</u>
		<u>1,774,643</u>	<u>1,331,816</u>
		Un-audited September 30, 2024	Audited June 30, 2024
		-----Rupees in '000-----	
6.	Loans, advances, deposits and prepayments		
	Short term deposits	56,308	41,556
	Prepayments	7,975	1,053
	Advances	40,011	19,491
		<u>104,294</u>	<u>62,100</u>
7.	Cash and bank balances		
	Cash in hand	34	65
	Cheque in hand	30,404	238,311
	Cash at bank	62,510	137,218
		<u>92,948</u>	<u>375,594</u>
8.	Issued, subscribed and paid-up share capital		
		Un-audited September 30, 2024	Audited June 30, 2024
		-----Rupees in '000-----	
	Number of shares		
	<u>856,747,656</u>	<u>856,748</u>	<u>856,748</u>
	<u>856,747,656</u>	<u>856,748</u>	<u>856,748</u>
	Ordinary shares of Rs. 10 each fully paid in cash.		

IBL HEALTHCARE LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

	Un-audited September 30, 2024	Audited June 30, 2024
9. Trade and other payables	-----Rupees in '000-----	
Creditors	569,723	556,716
Accrued liabilities	47,272	119,307
Due to related parties	346,425	426,711
Security deposits	4,075	4,075
Other liabilities	12,354	24,257
	<u>979,849</u>	<u>1,131,066</u>
10. Contingencies and commitments		
Letter of credit outstanding	<u>546,622</u>	<u>516,294</u>
10.1. The facility for opening Letters of Credit as at September 30, 2024 amounted to Rs. 650 million (June 2024: Rs. 650 million) and Rs. 20 million (June 2024: Rs. 20 million) of which the amount remained unutilized as at balance sheet date was Rs. 103.378 million (June 2024: Rs. 134 million).		
11. REVENUE	-----Rupees in '000-----	
Gross sales	1,508,954	1,330,353
Sales tax	(153,816)	(96,557)
	<u>1,355,138</u>	<u>1,233,796</u>
Less:		
Sales return	(67,766)	(31,384)
Sales discount	(208,418)	(141,215)
	<u>(276,184)</u>	<u>(172,599)</u>
	<u>1,078,954</u>	<u>1,061,197</u>
12. Other income / (loss)		
Income from financial assets		
Exchange gain/ (loss)	(1,611)	2,653
	<u>(1,611)</u>	<u>2,653</u>
Income from non-financial assets		
Rental income from investment property	-	-
Others	20	-
	<u>20</u>	<u>-</u>
	<u>(1,592)</u>	<u>2,653</u>

IBL HEALTHCARE LIMITED
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2024

13. RELATED PARTY TRANSACTIONS

The Company is controlled by The Searle Company Limited, which owns 70.91% of the Company's shares and International Brands (Private) Limited holds 0.32% shares in the Company. The remaining 28.77% shares are widely held.

Related Party	Nature of relationship	Nature of transaction	September 30,	September
			2024	30, 2023
			-----Rupees in '000-----	
The Searle Company Limited	Parent	Purchase of goods	<u>172,220</u>	82,199
		Rent expense	<u>1,127</u>	1,025
		Utilities	<u>685</u>	658
		Reimbursement of expenses	<u>60,818</u>	9,500
		Sale of goods	<u>39,605</u>	-
International Brands (Private) Limited	Associate	Corporate service charges	<u>5,250</u>	5,250
IBL Operations (Private) Limited	Associate	Sale of goods	<u>476,896</u>	364,286
		Shared cost	<u>4,656</u>	4,200
United Brands Limited	Associate	Sale of goods	<u>36,456</u>	14,578
Searle Pakistan Limited	Associate	Purchase of goods	<u>22,640</u>	6,959
IBL Logistics (Private) Limited	Associate	Cartage & freight charges	<u>6,040</u>	1,209

14. DATE OF AUTHORIZATION FOR ISSUE

This condensed interim financial information was authorized for issue on **October 29, 2024** by the Board of Directors of the Company.

Chief Executive Officer

Director

Chief Financial Officer