



GlaxoSmithKline Consumer  
Healthcare Pakistan  
Limited  
Sandoz Nagar, Petaro  
Road, Jamshoro,  
Sindh, 76100,  
Pakistan

UAN +92 21 111 475 725  
[www.pk-consumerhealthcare.gsk.com](http://www.pk-consumerhealthcare.gsk.com)

27 October 2022

The General Manager,  
Pakistan Stock Exchange Limited,  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

**Subject: Transmission of Quarterly Report for the Period Ended 30 September 2022**

Dear Sir / Madam,

We have to inform you that the Quarterly Report of the Company for the period ended 30 September 2022 has been transmitted through PUCARS and is also available on the Company's website.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Thank you.

For and on behalf of  
GlaxoSmithKline Consumer Healthcare Pakistan Limited



**Mashal Mohammad**  
Company Secretary

Enclosed: As above



do more  
feel better  
live longer



# aspiring beyond

GlaxoSmithKline Consumer  
Healthcare Pakistan Limited  
**Third Quarter Report 2022**

# Corporate Information

## Board of Directors

**Mr. M.Z. Moin Mohajir** (Chairperson)

**Mr. Farhan Muhammad Haroon**

**Syed Anwar Mahmood**

**Mr. Dilawar Meghani**

**Ms. Ozlem Oz Miyanyedi \***

**Mr. Oussama Abbas**

**Ms. Ayesha Aziz**

## Management Committee

**Mr. Farhan Muhammad Haroon**

(Chief Executive Officer)

**Mr. Dilawar Meghani**

(Finance Director / Chief Financial Officer)

**Syed Abrar Ali**

(Sales Director)

**Mr. Salman Altaf**

(Director Marketing)

**Mr. Faisal Rafiq**

(Head of Expert)

**Mr. Khurram H. Khan**

(Head of Commercial Excellence)

**Mr. Moien Ahmed Khan**

(Pakistan E2E SC and Jamshoro Site Lead)

**Mr. Mazhar Shams**

(Regulatory Affairs Head)

**Ms. Mashal Mohammad**

(Legal Director and Company Secretary)

## Integration Supply and Network Optimization Committee

**Mr. Oussama Abbas** (Chairperson)

**Mr. Farhan Muhammad Haroon**

**Mr. Dilawar Meghani**

## Secretary

**Mr. Irfan Qureshi**

## Human Resource and Remuneration Committee

**Syed Anwar Mahmood** (Chairperson)

**Mr. M.Z. Moin Mohajir**

**Ms. Ayesha Aziz**

## Secretary

**Ms. Ensherah Khan**

## Board Audit Committee

**Ms. Ayesha Aziz** (Chairperson)

**Mr. M.Z. Moin Mohajir**

**Syed Anwar Mahmood**

## Secretary

**Ms. Mariam Maqsood**

## Company Secretary

Ms. Mashal Mohammad

## Chief Financial Officer

Mr. Dilawar Meghani

## Chief Internal Auditor

Ms. Mariam Maqsood

## Bankers

Citibank N.A

Standard Chartered Bank (Pakistan) Limited

## Auditors

Yousuf Adil, Chartered Accountants

## Legal Advisors

AspireLaw

\* Ms. Ozlem Oz Miyanyedi resigned as a member of the Board on 28 September 2022.

## Registered Office

Sandoz Nagar, Petaro Road,  
Jamshoro, Sindh - 76100

**Tel:** 92-21-111-475-725  
(111-GSK-PAK)

**Fax:** 92-21-323-148-98

## GSKCH Shares Department

Sandoz Nagar, Petaro Road,  
Jamshoro, Sindh - 76100

**Email:** [pakistan.shareinfo@haleon.com](mailto:pakistan.shareinfo@haleon.com)

## Website

[www.pk-consumerhealthcare.gsk.com](http://www.pk-consumerhealthcare.gsk.com)

## Investor Relations Contacts

### Share Registrar

CDC Share Registrar Services Limited  
CDC House, Main Shahrah-e-Faisal, Karachi.

**Tel:** 021-111-111-500

**Email:** [info@cdcsrsl.com](mailto:info@cdcsrsl.com)



# Directors' Report to the Shareholders

Dear Shareholders,

On behalf of the Board of Directors, we are pleased to present your Company's un-audited Condensed financial information for the nine months ended September 30, 2022.

## Composition of the Board

The total number of Directors are seven (7) as per the following: **Male: 5 Female: 2**

Category	Name
Independent Directors	Mr. M. Z. Moin Mohajir Syed Anwar Mahmood Ms. Ayesha Aziz
Executive Directors	Mr. Farhan Muhammad Haroon Mr. Dilawar Meghani
Non – Executive Directors	Mr. Oussama Abbas Ms. Ozlem Oz Miyanyedi*

\* Ms. Ozlem Oz Miyanyedi resigned as a member of the Board on 28 September 2022.

## BUSINESS / ECONOMIC OVERVIEW

Inflationary pressures from escalating global commodity prices and rising cost of logistics, higher energy costs and weaker Rupee have resulted in unprecedented challenges for every commercial business operating in the country. The pharmaceutical industry is also no exception. Being largely dependent on imported pharmaceutical ingredients (or the raw materials thereof) where cost has disproportionately swelled over recent past, coupled with most expensive energy inputs, the cost of doing business has substantially risen. Thus makes it difficult to continue producing medicines without incurring hefty losses.

GlaxoSmithKline Consumer Healthcare Pakistan Limited (GSKCH), being the largest Fast Moving Consumer Healthcare (FMCH) company, with leading Over-the-Counter (OTC) portfolio in Pakistan deals in products that are either considered as the initial level of medication or preventive care. Most of this portfolio is price controlled by the Government of Pakistan. Your Company has been diligently working towards ensuring availability of quality medicines; best in class OTC and Oral Healthcare (OH) products are widely available to the consumers, customers and patients without passing the full cost.

## REVIEW OF OPERATING RESULTS

The core business in first nine months of 2022 (excluding toll) grew by 19% versus the same period last year (SPLY). The performance was mainly driven by increase in demand, focused commercial efforts and strong route-to-market to drive growth of our flagship portfolio.

Our OTC portfolio delivered revenue growth of 9% in Q3 2022 versus the SPLY. With respect to categories, Nutrition & Digestive Health (N&DH), Respiratory and Skin Health (SH) posted double digit growth whereas our Pain Management category suffered due to pricing constraints against adverse cost pressures.

Our Fast Moving Consumer Goods (FMCG) portfolio registered strong results in Q3 2022, growing revenue by 42% over the corresponding period. This was backed by fit for purpose 360-degree integrated marketing campaign that activated all facets of marketing, trade, and expert excellence.

Gross profit margin at 5.7% of sales depicts a decline of 11.2% versus Q2 2022. Consequent to the closure of a major Chinese supplier of Paracetamol (i.e. the key raw material of Panadol), Paracetamol prices have been constantly increasing since January 2021, which has impacted the profitability and net realizable

value of the inventory of Panadol. Current Paracetamol prices are nearly 258% of the levels of July 2020. Such cost increases are unsustainable for commercial operations. Thus, profitability will continue to be adversely impacted unless production is severely rationalized or an adequate price adjustment is provided. Policy makers need to take steps for a level playing field that is conducive for the organization to serve its consumers and patients better.

Considering the above cost increases, we have been able to exercise due control on our cost levers. Total expenses to net sales ratio in the Q3 2022 have decreased from 17% to 13% as compared to SPLY. We aim to fuel our growth momentum through sustained A&P investment. However, considering the un-sustainable levels of cost appreciations, we have reassessed our investment behind our brands. Further, financial charges in the same quarter increased by Rs. 121 million mainly due to exchange losses resulting from settlement and revaluation of foreign liabilities.

The Company is highly committed to Corporate Social Responsibility (CSR) in Pakistan. As a socially conscious organization, we have contributed to charitable organizations that work for the welfare of society including the Pakistan Association of the Deaf, the Citizens Foundation, Madawa Welfare Society, Ayesha Chundrigar Foundation, Health Education & Livelihood Promoters and Meethi Zindagi.

## IMPLICATION OF CHANGES IN TAX LAWS

Prior to promulgation of the Finance (Supplementary) Act, 2022 dated January 15, 2022, pharmaceutical products were under the sales tax 'exempt' category. Therefore, any sales tax paid either on raw / packing material or on any other goods / services directly attributable to taxable activity were not claimable, causing

direct increase in the cost. Furthermore, Active Pharmaceutical Ingredients (APIs) were also under the 'exempt' category.

Through the aforesaid Act, the following major changes were announced for the pharmaceutical sector:

- Pharmaceutical products were brought under the 'zero rated' regime. Hence sales tax paid on goods / services directly attributable to taxable activity became claimable; and
- APIs were classified as 'sales taxable' at the rate of 17% as claimable input sales tax.

Both factors had a major impact on our working capital. This is evident from the fact that **refunds due from the Government** have increased to Rs. 958 million.

Through the Finance Act 2022 (June 2022), pharmaceutical final products as well as APIs have been classified under the 'taxable' category at the rate of 1% as final discharge of sales tax liability on the entire supply chain but **without any input sales tax adjustment**. As the 'zero rated' regime has been ended coupled with on-going economic challenges for the Government there have been multiple operational difficulties in refund realization process.

During the period, the Government of Pakistan through Finance Act, 2022 has introduced section 4C in the Income Tax Ordinance, 2001 through which Super Tax has been levied on high earnings persons (including the Company). The tax has been imposed at the rate of 4% retrospectively from the tax year 2022 onwards. However, for the tax year 2022 (year ended December 31, 2021 being special tax year) the tax has been imposed at the rate of 10% for certain specified sectors including pharmaceutical sector in which our Company operates. The Company, along with various other companies both in Pharmaceutical and other

sectors, has filed petition before Sindh High Court (SHC) to challenge the retrospective application of Super Tax. The High Court of Sindh has granted stay to the petitioners subject to the deposit of cheques / pay order / bank guarantees for the disputed amount to the Nazir of the High Court of Sindh.

Accordingly, the current period tax charge includes Rs. 283 million and Rs. 13 million for tax years 2022 and 2023 respectively on account of Super Tax.

The unadjusted EPS stands at Rs. 1.95 compared to the adjusted Loss Per Share of Rs. 0.58 (2021: EPS Rs. 14.03).

## FUTURE OUTLOOK AND CHALLENGES

Unfavorable regulatory framework for approval of hardship cases for emerging cost escalations continue to pose a risk towards access to essential medicines. We have been proudly supplying reliable, efficacious and high-quality medicines with established safety profile. These products are now household names and have been the brands of choice. We believe that sustainable pricing and timely regulatory approvals are key pre-requisites, especially when innovations require high capital investment.

We believe the strict pricing framework has been counter-productive and will eventually force many companies to stop producing negative margin products. The consumers will be forced to consume more expensive imported medicines where neither the quality can be guaranteed nor the affordability.

We remain keen to continue to

**Deliver Better Everyday Health with Humanity.**

## REMUNERATION POLICY

The Non-Executive Board Directors of GlaxoSmithKline Consumer Healthcare Pakistan Limited are entitled to a remuneration approved by the Human Resource, Remuneration and Nomination Committee, based on market benchmark of the Consumer Healthcare Industry and other similar type of businesses.

## ACKNOWLEDGMENT

The Board of Directors take this opportunity to thank all GSK employees for their outstanding, untiring work and dedication to ensure that the Company

### **Delivers Better Everyday Health with Humanity.**

We would like to further extend our appreciation to our suppliers and partners for their continued support and dedication in the achievement of the Company's results.

By the order of the Board  
Sincerely,



**Farhan Muhammad Haroon**  
Chief Executive Officer



**Dilawar Meghani**  
Chief Financial Officer

**Date:** 21 October, 2022



## مستقبل کا منظر نامہ اور چیلنجز

ایمرجنگ لاگت میں اضافے کے لئے مشکل مراحل کی منظوری کے لئے موجود غیر موافق ریگولیٹری فریم ورک، ضروری ادویات تک رسائی کے لئے ایک رسک کی صورت اختیار کر چکا ہے۔ ہم فخریہ طور پر ایک جانے مانے حفاظتی پروفائل کے ساتھ قابل اعتماد، موثر اور اعلیٰ معیار کی ادویات کی فراہمی کو یقینی بنا رہے ہیں۔ یہ مصنوعات اب عام گھریلو نام کی صورت اختیار کر چکی ہیں جو کہ عوام میں پسندیدگی کے حامل برانڈز ہیں۔ ہم یقین رکھتے ہیں کہ پائیدار قیمتوں کا تعین اور بروقت ریگولیٹری منظوریوں کیلئے پیشگی ضروریات ہیں، خاص طور پر جب بدعات کو اعلیٰ دارالحکومت سرمایہ کاری کی ضرورت ہوتی ہے۔ ہم یقین رکھتے ہیں کہ قیمتوں کا sustainable تعین اور بروقت ریگولیٹری منظوریوں اہم ترین بنیادی شرائط ہیں، بالخصوص ایسے میں جب کہ نئی نئی اختراعات کے لیے بہت بڑی سرمایہ کاری درکار ہو۔

ہم یقین رکھتے ہیں کہ پرائسنگ کا سخت فریم ورک نقصان کا باعث ثابت ہوا ہے اور بالآخر کمپنیز کو مجبور کرے گا کہ وہ ایس پرائڈکٹس کی پیداوار بند کر دیں جن پر انہیں منفی مارجن حاصل ہیں۔ صارفین ایسے میں مجبور ہوں گے کہ وہ درآمد شدہ مہنگی ادویات خریدیں جہاں نہ تو کوالٹی کے حوالے سے کوئی ہے اور نہ ہی قیمتوں کے لحاظ سے ان کے قابل خرید ہونے کی ضمانت دی جا سکتی ہے۔ ہم پر عزم ہیں کہ انسانیت کے ساتھ ہر دن بہتر صحت کی فراہمی کے سلسلے کو برقرار رکھیں۔

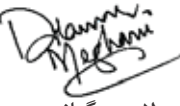
## مشاہرہ کی پالیسی

گلیکسو اسمتھ کلائن کنزیومر بیلنٹھ کیئر پاکستان لمیٹڈ کے، غیر ایگزیکٹو بورڈ ڈائریکٹرز، ہیومن ریسورس، ریمونیریشن اینڈ نامینیشن کمیٹی کی طرف سے، کنزیومر بیلنٹھ کیئر انڈسٹری اور دیگر اسی نوعیت کے کاروباری اداروں کے مارکیٹ بینچ مارک کی بنیاد پر، منظور کردہ معاوضہ کے حقدار ہیں۔

## اعتراف

اس موقع پر بورڈ آف ڈائریکٹرز، جی ایس کے کے تمام ملازمین کا ان کے شاندار، انتھک کام اور لگن کے لئے شکریہ ادا کرتے ہوئے خوشی محسوس کرتا ہے، اور جس کی بدولت اس امر کو یقینی بناتے ہیں کہ کمپنی انسانیت کے ساتھ بہتر روزمرہ صحت فراہم کرے۔ ہم کمپنی کے نتائج کے حصول کے لیے، ہر ممکن تعاون کے ساتھ، انتہائی دیانت داری سے فرائض انجام دینے والے سپلائرز اور پارٹنرز کا تہ دل سے شکریہ ادا کرتے ہیں۔

بحکم بورڈ  
خیر اندیش

  
دلور میگھانی  
چیف فائنانشل آفیسر

  
فرحان محمد ہارون  
چیف ایگزیکٹو آفیسر

تاریخ: 21 October, 2022

## ٹیکس قوانین میں تبدیلیوں کے اثرات

جنوری 2022 کو فنانس (سپلیمنٹری) ایکٹ، 2022 کے نفاذ سے پہلے، فارماسیوٹیکل کی مصنوعات سیلز ٹیکس سے استثنیٰ کی حامل پرائڈکٹس کے زمرے میں آتی تھیں۔ لہذا، خام / پیکنگ مواد یا کسی بھی دوسرے سامان / خدمات پر ادا کردہ ٹیکس کی مد میں براہ راست قابل ٹیکس ایکٹوٹی قابل کلیم نہیں تھی، جس کی وجہ سے لاگت میں براہ راست اضافہ ہوا۔ مزید برآں، ایکٹو فارماسیوٹیکل اجزاء (اے پی آئی) بھی ٹیکس سے استثنیٰ کے زمرے میں تھے۔

مذکورہ بالا قانون کی روشنی میں، فارماسیوٹیکل سیکٹر کے لیے درج ذیل اہم تبدیلیوں کے حوالے سے اعلان کیا گیا۔

- فارما سیوٹیکل پرائڈکٹس کو زیرو ریٹڈ رجیم کے ذیل میں لے آیا گیا۔ لہذا اشیا / خدمات پر ادا کردہ ٹیکس جو کہ براہ راست قابل ٹیکس ایکٹوٹی کے زمرے میں آتا ہو، وہ قابل کلیم قرار پایا، اور
- اے پی آئی کو 17 فیصد قابل کلیم ان پٹ سیلز ٹیکس کی شرح سے قابل سیلز ٹیکس قرار دیا گیا۔

دونوں عوامل کا ہمارے ورکنگ کیپٹل پر گہرا اثر پڑا۔ یہ اس امر سے واضح ہے کہ حکومت کی طرف واجب الادا ریفرنڈز بڑھ کر 958 ملین روپے تک پہنچ گئے۔

فائننس ایکٹ 2022 (جون 2022) کے ذریعے فارما سیوٹیکل پرائڈکٹس اور اس کے ساتھ ساتھ APIs کو پوری سپلائی چین پر سیلز ٹیکس لائبلٹی کے فائل ڈسچارج پر 1 فیصد کی شرح سے، مگر بغیر ان پٹ سیلز ٹیکس ایڈجسٹمنٹ کے، قابل ٹیکس کے شعبے میں شامل کر دیا گیا۔ جیسا کہ زیرو ریٹڈ رجیم، حکومت کو درپیش موجودہ معاشی چیلنجز کے ساتھ ساتھ اختتام کو پہنچنے، ریفرنڈز کے ریٹلائزیشن پراسس میں بے شمار آپریشنل مشکلات حائل رہیں۔

اس مدت کے دوران، حکومت پاکستان نے فائننس ایکٹ 2022 کے ذریعے انکم ٹیکس آرڈیننس 2001 میں سیکشن 4C متعارف کرایا جس کے ذریعے زیادہ آمدن کے حامل افراد (بشمول کمپنی) پر سپر ٹیکس کا اطلاق کیا گیا۔ ٹیکس 4 فیصد کی شرح سے retrospectively سال 2023 اور اس کے بعد سے لاگو کیا گیا ہے۔ بہر حال، ٹیکس برائے سال 2022 (31 دسمبر 2021 کو ختم ہونے والے سال بحیثیت خصوصی ٹیکس ائیر) ٹیکس 10 فیصد کی شرح سے بعض مخصوص سیکٹرز بشمول فارماسیوٹیکل سیکٹر پر لاگو کیا گیا ہے، جس میں ہماری کمپنی آپریٹ کرتی ہے۔

ہماری کمپنی نے فارماسیوٹیکل میں کام کرنے والی دیگر کمپنیوں اور دیگر سیکٹرز کی کمپنیوں کے ساتھ، سندھ ہائی کورٹ میں ایک پٹیشن داخل کی ہے جس میں سپر ٹیکس کے retrospective اطلاق کو چیلنج کیا گیا ہے۔ ہائی کورٹ نے ہماری پٹیشن پر متنازع رقم کی مد میں چیکس، بے آرڈر/بینک گارنٹی سندھ ہائی کورٹ کے ناظر کے پاس جمع کروانے سے مشروط اسٹے دے دیا ہے۔

اس طرح، موجودہ پیریڈ کے لیے ٹیکس چارج میں 283 ملین روپے اور 13 ملین روپے بالترتیب سال 2022 اور سال 2023 کے لیے سپر ٹیکس کی مد میں شامل کیے گئے ہیں۔

ایڈجسٹ شدہ لاس پر شیئر 0.58 روپے (2021: ای پی ایس 14.03 روپے) کے مقابلے میں غیر ایڈجسٹ شدہ EPS 1.95 روپے ہے۔

# ڈائریکٹرز رپورٹ برائے شیئر ہولڈرز

عزیز شیئر ہولڈرز،

بورڈ آف ڈائریکٹرز کے ایما پر، ہم کمپنی کی غیر آڈٹ شدہ فائنانشل معلومات برائے  
نومبر، مئی، 30 ستمبر، 2022 پیش کرتے ہوئے خوشی محسوس کر رہے ہیں۔

## آپریٹنگ نتائج کا جائزہ

2022 کے پہلے نو ماہ (نول کے علاوہ) میں بنیادی کاروبار میں پچھلے سال  
(ایس پی ایل وائی) میں اسی مدت کے مقابلے میں 19 فیصد اضافہ ہوا۔  
کارکردگی بنیادی طور پر طلب میں اضافے، تجارتی کوششوں پر توجہ مرکوز  
رکھنے اور ہمارے فلیگ شپ پورٹ فولیو کی ترقی کے لیے روٹ ٹو مارکیٹ  
کی حوصلہ افزائی کی بنا پر دیکھنے میں آئی۔

ہمارے او ٹی سی پورٹ فولیو میں ایس پی ایل وائی کے مقابلے میں 2022 کی  
تیسری سہ ماہی میں آمدنی میں 9 فیصد اضافہ ہوا۔ شعبوں کے حوالے سے،  
نیوٹریشن اینڈ ڈائجسٹو ہیلتھ (این اینڈ ڈی ایچ)، سانس اور جلد کی صحت (ایس  
ایچ) نے دہرے ہندسوں میں ترقی کا مظاہرہ کیا جبکہ ہمارے پین مینجمنٹ  
کے شعبے کو منفی لاگت کے دباؤ کے کی وجہ سے قیمتوں کا تعین کرنے میں  
درپیش رکاوٹوں کی وجہ سے مشکلات کا سامنا رہا۔

ہمارے فاسٹ موونگ کنزیومر گڈز (ایف ایم سی جی) پورٹ فولیو نے 2022  
کی تیسری سہ ماہی میں کافی بہتر نتائج دیے۔ اور گذشتہ سال اسی مدت کے  
مقابلے میں آمدنی میں 42 فیصد اضافہ ہوا۔ اس کامیابی کو 360 ڈگری  
مارکیٹنگ مہم کا ساتھ بھی حاصل رہا، اور اس حوالے سے اسے مارکیٹنگ، ٹریڈ اور  
ایکسپوٹ ایکسلنس کی سطح پر بھرپور سپورٹ حاصل رہی۔

2022 کی دوسری سہ ماہی کے مقابلے میں سیلز کے 5.7 فیصد کے ساتھ گراس  
پرافٹ مارجن 11.2 فیصد کی کمی ظاہر کرتا ہے۔ پیراسیٹامول کے ایک بڑے چینی  
سپلائر کی بندش کے نتیجے میں (یعنی پیناڈول کے لیے اہم ترین خام مال)،  
پیراسیٹامول کی قیمتوں میں جنوری 2021 سے مسلسل اضافہ ہو رہا ہے، جس نے  
پیناڈول کی انویٹری کے منافع بخش اور Net realizable value کو متاثر  
کیا ہے۔ پیراسیٹامول کی موجودہ قیمتیں جولائی 2020 کی سطح کے مقابلے میں  
تقریباً 258 فیصد ہیں۔ لاگت میں مذکورہ اضافے تجارتی کارروائیوں کو جاری  
رکھنے کے لیے انتہائی غیر موافق ہے۔ اس طرح، منافع پر مسلسل منفی اثرات  
مرتب ہوتے رہیں گے جب تک کہ پروڈکشن کو انتہائی سختی سے  
rationalize نہیں کیا جاتا یا ایک مناسب پرائس ایڈجسٹمنٹ نہیں فراہم کی  
جاتی۔ ضرورت اس بات کی ہے کہ پالیسی ساز مساوی سطح پر ایک مسابقانہ  
ماحول کی فراہمی کو یقینی بنائیں جو آرگنائزیشن کو اپنے صارفین اور مریضوں  
کو بہتر انداز میں خدمات کی فراہمی کے لیے سازگار فضا فراہم کرے۔

مندرجہ بالا لاگت میں اضافے پر غور کرتے ہوئے، ہم اب اس قابل ہیں کہ اپنے  
کاسٹ لیورز کو مناسب انداز سے کنٹرول کر سکیں ایس پی ایل وائی کے مقابلے  
میں 2022 کی تیسری سہ ماہی میں نیٹ سیلز کے تناسب سے کل اخراجات 17  
فیصد سے کم ہو کر 13 فیصد رہ گئے ہیں۔ ہم مسلسل اے اینڈ پی سرمایہ کاری  
کے ذریعے اپنی ترقی کی رفتار کو بہتر بنانے کے لیے پرمز ہیں۔ تاہم، لاگت  
میں آنے والے unsustainable اضافے کو مد نظر رکھتے، ہم نے اپنے برانڈز  
پر اپنی سرمایہ کاری کا دوبارہ جائزہ لیا ہے۔ مزید برآں، اسی سہ ماہی میں  
مالیاتی چارجز میں 121 ملین روپے کا اضافہ ہوا جس کی بنیادی وجہ غیر ملکی  
واجبات کی ادائیگی اور ری ویلیو ایشن کے نتیجے میں وقوع پذیر ہونے والے  
زرمبادلہ کے نقصانات ہیں۔

ہماری کمپنی پاکستان میں کارپوریٹ سماجی ذمہ داری (سی ایس آر) کو پوری  
طرح نبھانے کے لیے انتہائی پرعزم ہے۔ سماجی طور پر شعور کی حامل تنظیم  
ہونے کے ناطے ہم معاشرے میں فلاح و بہبود کے لیے سرگرم خیراتی تنظیموں  
کے کارخیز میں ان کے ساتھ شریک ہونے کے لیے اپنا کردار ادا کرتے ہیں۔ جن  
میں پاکستان ایسوسی ایشن آف دی ڈیف، سٹیزن فاؤنڈیشن، مداوا ویلفیئر

## بورڈ کی ساخت

ڈائریکٹرز کی کل تعداد 7 ہے جو کہ درج ذیل ہے  
مرد: 5 خواتین: 2

شعبہ	نام
انڈینڈنٹ ڈائریکٹرز	جناب ایم زیڈ معین مہاجر سید انور محمود محترمہ عائشہ عزیز
ایگزیکٹو ڈائریکٹرز	جناب فرحان محمد بارون جناب دلاور میگھانی
غیر ایگزیکٹو ڈائریکٹر	جناب اسامہ عباس محترمہ ازمل از میانیدی

محترمہ ازمل از میانیدی 28 ستمبر 2022 کو بورڈ کے ممبر کی حیثیت سے  
استعفیٰ دے دیا ہے۔

## کاروباری/معاشی تجزیہ

اجناس کی بڑھتی ہوئی عالمی قیمتوں اور لاجسٹکس کی بڑھتی ہوئی لاگت، توانائی  
کی بڑھتی ہوئی لاگت اور روپے کی گراوٹ کی وجہ سے افراط زر کے دباؤ کے  
نتیجے میں ملک میں کام کرنے والے ہر کمرشل کاروبار کے لئے بے مثال چیلنجز پیدا  
ہوئے ہیں۔ فارماسیوٹیکل کی صنعت بھی اس سے متاثر ہوئے بغیر نہیں رہ سکی۔  
بڑے پیمانے پر درآمد شدہ فارماسیوٹیکل کے اجزاء (یا اس کے خام مال) پر انحصار  
کی وجہ سے لاگت میں ماضی قریب میں غیر متناسب طور پر اضافہ ہوا ہے، سب  
سے زیادہ مہنگی توانائی کے ساتھ مل کر، کاروبار کرنے کی لاگت میں بے پناہ اضافہ  
ہوا ہے۔ اس طرح بھاری نقصانات اٹھانے بغیر ادویات کی پیداوار جاری رکھنا انتہائی  
مشکل ہو گیا ہے۔

گلیکسو اسمتھ کلانن کنزیومر ہیلتھ کیئر پاکستان لمیٹڈ (جی ایس کے سی ایچ) ، سب  
سے بڑی فاسٹ موونگ کنزیومر ہیلتھ کیئر (ایف ایم سی ایچ) کمپنی ہے ، جس کا  
اور دی (او ٹی سی) کاونٹر پورٹ فولیو پاکستان میں نمایاں مقام رکھتا ہے جو ایسی  
ادویات کے سلسلے میں خدمات انجام دیتا ہے جو پریونٹو کیئر یا ابتدائی لیول کی  
ادویات سمجھی جاتی ہیں۔ اس پورٹ فولیو کا زیادہ تر حصہ قیمتوں کے لحاظ سے  
حکومت پاکستان کے زیر کنٹرول رہتا ہے۔ آپ کی کمپنی معیاری ادویات کی  
دستیابی کو یقینی بنانے کے لئے انتہائی مستعدی کے ساتھ کام کر رہی ہے۔ کلاس

# Condensed Interim Statement of Financial Position

AS AT SEPTEMBER 30, 2022

	Note	Un-audited September 30, 2022	Audited December 31, 2021
----- Rupees in '000 -----			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	4	3,662,698	3,706,466
Intangible		127,674	127,674
Long-term loans to employees		8,093	7,669
Long-term deposits		11,094	10,430
		<b>3,809,559</b>	<b>3,852,239</b>
<b>Current assets</b>			
Stores and spares		127,253	121,594
Inventories	5	5,578,962	3,916,050
Trade debts		896,163	1,101,726
Loans and advances		1,034,658	412,863
Trade deposits and prepayments		48,360	69,596
Interest accrued		-	1,227
Refunds due from Government	6	997,141	39,015
Other receivables		152,691	485,056
Taxation - payments less provision	7	926,342	663,992
Investment at amortised cost		-	747,935
Bank balances	8	1,588,595	2,454,867
		<b>11,350,165</b>	<b>10,013,921</b>
<b>Total assets</b>		<b>15,159,724</b>	<b>13,866,160</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Share capital and reserves</b>			
Share capital		1,170,545	1,170,545
Reserves		5,476,700	5,544,627
<b>Total equity</b>		<b>6,647,245</b>	<b>6,715,172</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Staff retirement benefits		124,195	97,244
Deferred taxation		98,186	197,102
		<b>222,381</b>	<b>294,346</b>
<b>Current liabilities</b>			
Trade and other payables	9	6,770,109	4,941,078
Unpaid dividend		1,519,989	1,915,564
		<b>8,290,098</b>	<b>6,856,642</b>
<b>Total liabilities</b>		<b>8,512,479</b>	<b>7,150,988</b>
<b>Total equity and liabilities</b>		<b>15,159,724</b>	<b>13,866,160</b>
<b>Contingencies and commitments</b>			
	10		

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



Chief Financial Officer



Director



Chief Executive Officer

# Condensed Interim Statement Of Profit Or Loss And Other Comprehensive Income (Un-audited)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022

		Nine months ended		Quarter ended	
		September 30, 2022	September 30, 2021	September 30, 2022	September 30, 2021
Note ----- Rupees in '000 -----					
Revenue from contracts with customers - net	11	20,807,868	18,002,446	6,593,614	6,079,605
Cost of sales		(17,299,337)	(13,017,485)	(6,216,390)	(4,570,485)
<b>Gross profit</b>		<b>3,508,531</b>	4,984,961	<b>377,224</b>	1,509,120
Selling, marketing and distribution expenses	12	(2,621,270)	(2,450,055)	(734,266)	(922,171)
Administrative expenses		(285,854)	(222,236)	(95,244)	(85,679)
Other operating expenses		(31,701)	(204,400)	43,413	(47,613)
Other income		205,832	242,817	50,385	91,635
<b>Operating profit / (loss)</b>		<b>775,538</b>	2,351,087	<b>(358,488)</b>	545,292
Financial charges		(363,048)	(31,328)	(148,849)	(28,580)
<b>Profit / (loss) before taxation</b>		<b>412,490</b>	2,319,759	<b>(507,337)</b>	516,712
Taxation - net		(480,417)	(677,138)	162,124	(152,819)
<b>(Loss) / profit after taxation</b>		<b>(67,927)</b>	1,642,621	<b>(345,213)</b>	363,893
Other comprehensive income		-	-	-	-
<b>Total comprehensive income</b>		<b>(67,927)</b>	1,642,621	<b>(345,213)</b>	363,893
<b>(Loss) / earnings per share - Rs</b>	13	<b>(0.58)</b>	14.03	<b>(2.95)</b>	3.11

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



Chief Financial Officer



Director



Chief Executive Officer

# Condensed Interim Statement Of Changes In Equity (Un-audited)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022

	Share capital	Capital reserves		Revenue reserve	Total
		Reserve arising under the Scheme of Arrangement	Reserve arising on amalgamation under the Scheme of Merger	Unappropriated profit	
-----Rupees in '000-----					
Balance as at January 01, 2021	1,170,545	101,914	728,726	3,162,743	5,163,928
<b>Transactions with owners</b>					
Final dividend for the year ended December 31, 2020 @ Rs. 5 per share	-	-	-	(585,273)	(585,273)
<b>Total comprehensive income for the nine months ended September 30, 2021</b>					
Profit after taxation for the nine months ended September 30, 2021	-	-	-	1,642,621	1,642,621
Other comprehensive income for the nine months ended September 30, 2021	-	-	-	-	-
<b>Balance as at September 30, 2021</b>	<b>1,170,545</b>	<b>101,914</b>	<b>728,726</b>	<b>4,220,091</b>	<b>6,221,276</b>
Balance as at January 01, 2022	<b>1,170,545</b>	<b>101,914</b>	<b>728,726</b>	<b>4,713,987</b>	<b>6,715,172</b>
<b>Total comprehensive income for the nine months ended September 30, 2022</b>					
Profit after taxation for the nine months ended September 30, 2022	-	-	-	(67,927)	(67,927)
Other comprehensive income for the nine months ended September 30, 2022	-	-	-	-	-
<b>Balance as at September 30, 2022</b>	<b>1,170,545</b>	<b>101,914</b>	<b>728,726</b>	<b>4,646,060</b>	<b>6,647,245</b>

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



Chief Financial Officer



Director



Chief Executive Officer

# Condensed Interim Statement Of Cash Flows (Un-audited)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022

	Note	Nine months ended	
		September 30, 2022	September 30, 2021
		----- Rupees in '000 -----	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash (used in) / generated from operations	14	(450,720)	1,780,596
Staff retirement benefits paid		(49,464)	(60,545)
Bank charges / interest paid		(5,138)	(5,296)
Income taxes paid		(841,683)	(532,097)
(Increase) / decrease in long-term loans to employees		(424)	917
Increase in long term-deposits		(664)	(2,360)
<b>Net cash (used in) / generated from operating activities</b>		<b>(1,348,093)</b>	<b>1,181,215</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditures		(200,828)	(228,100)
Proceeds from disposal of operating assets		27,513	26,263
Interest received		161,852	118,778
<b>Net cash used in investing activities</b>		<b>(11,463)</b>	<b>(83,059)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividend paid to shareholders		(395,575)	(79,226)
Lease rental paid		-	(2,460)
<b>Net cash used in financing activities</b>		<b>(395,575)</b>	<b>(81,686)</b>
<b>Net (decrease) / increase in cash and cash equivalents during the period</b>		<b>(1,755,131)</b>	<b>1,016,470</b>
Cash and cash equivalents at the beginning of the period	15	3,087,785	1,897,774
<b>Cash and cash equivalents at the end of the period</b>	15	<b>1,332,654</b>	<b>2,914,244</b>

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



Chief Financial Officer



Director



Chief Executive Officer

# Notes To The Condensed Interim Financial Statements (Un-audited)

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022

## 1. THE COMPANY AND ITS OPERATIONS

- 1.1 GlaxoSmithKline Consumer Healthcare Pakistan Limited (the Company) was incorporated in Pakistan as a public unlisted company under the provisions of the repealed Companies Ordinance, 1984 (now the Companies Act, 2017) on March 31, 2015 principally to effect the demerger of consumer healthcare business of GlaxoSmithKline Pakistan Limited (GSK Pakistan) under a Scheme of Arrangement (the Scheme), which was approved by the Honourable High Court of Sindh (SHC) and its order was submitted to the Registrar of Companies on April 01, 2016. The Company is engaged in manufacturing, marketing and sale of consumer healthcare products. The Company has been listed at the Pakistan Stock Exchange Limited since March 22, 2017. The registered office of the Company is situated at Sandoz Nagar, Petaro Road, Jamshoro, Sindh.

In pursuant of the demerger of the consumer healthcare business from GlaxoSmithKline plc, UK on July 18, 2022, to Haleon plc. an independent listed Company (listed on London Stock Exchange and New York Stock Exchange), the ultimate parent Company has changed from GlaxoSmithKline plc to Haleon plc.

- 1.2 Due to the pending transfer of marketing authorisations and certain permissions for Over the Counter (OTC) products of the Company with Drug Regulatory Authority of Pakistan (DRAP), GSK Pakistan, for and on behalf of the Company is engaged in the procurement, manufacturing and managing the related inventory and receivable balances pertaining to such products against a service fee charged by GSK Pakistan.

## 2. BASIS OF PREPARATION

- 2.1 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) and Islamic Financial Accounting Standards (IFASs) issued by the Institute of Chartered Accountants of Pakistan (ICAP), 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 from the requirements of IAS 34 and IFASs, the provisions of and directives issued under the Companies Act, 2017 have been followed.

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, 2021.

## **2.2 Standards, interpretations and amendments to published approved accounting standards that became effective during the period.**

The following amendments are effective for the year ended December 31, 2022. These amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than certain additional disclosures.

- Interest Rate Benchmark Reform – Phase 2 (Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16); and
- Amendment to IFRS 16 'Leases' - Covid-19 related rent concessions extended beyond June 30, 2021.

## **3. SIGNIFICANT ACCOUNTING AND RISK MANAGEMENT POLICIES, ESTIMATES AND JUDGEMENTS**

### **3.1 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, 2021.

**3.1.2** Taxes on income are accrued using the average tax rate that is expected to be applicable to the full financial year.

### **3.2 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, 2021.

### **3.3 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 31, 2021.



Un-audited  
September 30,  
2022

Audited  
December 31,  
2021

Note ----- Rupees in '000 -----

#### 4. PROPERTY, PLANT AND EQUIPMENT

Operating assets	4.1	<b>3,012,289</b>	3,091,001
Capital work-in-progress		<b>650,409</b>	615,465
		<b>3,662,698</b>	<b>3,706,466</b>

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

	Nine months ended September 30, 2022		Nine months ended September 30, 2021	
	Un-audited		Un-audited	
	Additions at cost	Disposals at net book value	Additions at cost	Disposals at net book value
	----- Rupees in '000 -----		----- Rupees in '000 -----	
<b>Operating assets</b>				
Building and improvements on leasehold land	17,266	-	11,799	-
Plant and machinery	103,174	-	213,684	8,185
Furniture and fixtures	129	-	11,244	81
Vehicle	1,828	10,710	99,649	15,947
Office equipments	43,487	-	40,875	3,125
	<b>165,884</b>	<b>10,710</b>	<b>377,251</b>	<b>27,338</b>

#### 5. INVENTORIES

		Un-audited September 30, 2022	Audited December 31, 2021
	Note	----- Rupees in '000 -----	
Raw and packing materials		<b>3,182,853</b>	2,237,197
Work-in-process		<b>99,661</b>	41,288
Finished goods		<b>2,434,517</b>	1,785,654
		<b>5,717,031</b>	4,064,139
Less: Provision for slow moving, obsolete and damaged stock	5.1	<b>(138,069)</b>	(148,089)
		<b>5,578,962</b>	<b>3,916,050</b>

5.1 Inventories include items costing Rs. 2,138.67 million (December 31, 2021: Rs. Nil) valued at net realisable value of Rs. 1,943.49 million (December 31, 2021: Rs. Nil).

## 6. REFUNDS DUE FROM GOVERNMENT

Prior to enactment of Finance (Supplementary) Act, 2022 (The Act) issued on January 15, 2022, the pharmaceutical sector was exempt from levy of sales tax. The Act converted the aforesaid exemption regime into a zero-rating regime for import and local supplies for finished items of pharmaceutical sector, however, sales tax was imposed at standard rate of 17% on purchase / import of Active Pharmaceutical Ingredients (API). As a result, the pharmaceutical sector was allowed to claim sales tax refund on all purchases including APIs and provincial sales tax on services. As of September 30, 2022, refund amounting to Rs. 101 million were processed by the Tax Authorities resulting in sales tax refundable amounting to Rs. 933 million as of period end.

Through Finance Act, 2022, effective from July 1, 2022, a special tax regime for pharmaceutical sector has now been introduced whereby manufacture or import of substances registered as drugs under the Drugs Act, 1976 shall be subject to 1% sales tax with the condition that such tax shall be final discharge of tax in the supply chain and no input tax shall be allowed to the importer and manufacturer of such goods.

## 7. TAXATION - PAYMENTS LESS PROVISIONS

During the period, the Government of Pakistan through Finance Act, 2022 has introduced section 4C in the Income Tax Ordinance, 2001 through which super tax has been levied on high earnings persons (including the Company). The tax has been imposed at the rate of 4% retrospectively from the tax year 2022 onwards. However, for the tax year 2022 (Year ended December 31, 2021 being special tax year) the tax has been imposed at the rate of 10% for certain specified sectors including pharmaceutical sector in which our Company operates. Accordingly, the current period tax charge includes Rs. 283 million and Rs. 13 million for tax years 2022 and 2023 respectively on account of super tax.

## 8. BANK BALANCES

With banks:

- in savings accounts
- in current accounts

<b>Un-audited September 30, 2022</b>	Audited December 31, 2021
----- Rupees in '000 -----	
<b>1,578,942</b>	2,445,386
<b>9,653</b>	9,481
<b><u>1,588,595</u></b>	<u>2,454,867</u>

## 9. TRADE AND OTHER PAYABLES

Creditors and bills payable  
Accrued liabilities  
Contract liabilities  
Book overdraft  
Others

<b>Un-audited September 30, 2022</b>	Audited December 31, 2021
----- Rupees in '000 -----	
<b>1,892,048</b>	1,051,501
<b>3,537,530</b>	2,863,848
<b>690,457</b>	488,008
<b>255,941</b>	115,017
<b>394,133</b>	422,704
<b><u>6,770,109</u></b>	<u>4,941,078</u>

- 9.1** This balance represents book overdraft against the cheques issued but not yet presented. As per arrangement with the bank, the payments to these cheques will be made by transferring balance from the savings account as and when presented.

## **10. CONTINGENCIES AND COMMITMENTS**

### **10.1 Contingencies**

There is no change in status of pending tax and legal contingencies disclosed in note 21 to the annual audited financial statements of the Company for the year ended December 31, 2021, except that following matter arose during the period:

#### **(a) Sales tax**

During the period ended September 30, 2022, Taxation Officer has passed an order and raised a demand of Rs. 197.38 million (including penalty of Rs. 9.40 million) in respect of tax period from July 01, 2020 to June 30, 2021. Such demand is on account of incorrect apportionment of input tax between exempt and taxable supplies. The Company has filed an appeal against the said order before Commissioner Inland Revenue (Appeals) which is due for hearing.

The Management is confident that the ultimate decisions in the above case will be in favor of the Company, hence, no provision has been made in respect of the aforementioned tax demand.

### **10.2 Commitments**

- 10.2.1** Commitments for capital expenditure outstanding as at September 30, 2022, amount to Rs. 757.15 million (December 31, 2021: Rs. 161.31 million).

## **11. REVENUE FROM CONTRACTS WITH CUSTOMERS - NET**

- 11.1** This includes sales amounting to Rs. 0.97 billion (September 30, 2021: Rs. 0.5 billion) made by GSK Pakistan on behalf of the Company (refer note 1.2).

## **12. SELLING, MARKETING AND DISTRIBUTION EXPENSES**

This includes advertising and sales promotion expenses of Rs.1.81 billion (September 30, 2021: Rs. 1.72 billion).

	Nine months ended - Un-audited		Quarter ended - Un-audited	
	September 30, 2022	September 30, 2021	September 30, 2022	September 30, 2021

### 13. (LOSS) / EARNINGS PER SHARE

(Loss) / profit after taxation (Rupees in '000)	<b>(67,927)</b>	1,642,621	<b>(345,213)</b>	363,893
Weighted average number of shares outstanding during the period (Numbers in '000)	<b>117,055</b>	117,055	<b>117,055</b>	117,055
(Loss) / earnings per share - Rs	<b>(0.58)</b>	14.03	<b>(2.95)</b>	3.11

**Un-audited  
September 30,  
2022**
Un-audited  
September 30,  
2021  
 ----- Rupees in '000 -----

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

Profit before taxation	<b>412,490</b>	2,319,759
<b>Add / (less): Adjustments for non-cash charges and other items</b>		
Depreciation and amortization	<b>233,886</b>	219,322
Bank charges / interest expense	<b>5,138</b>	2,687
(Gain) / loss on disposal of operating assets - net	<b>(16,803)</b>	1,075
Provision for slow moving, obsolete and damaged stock and stock written-off	<b>56,501</b>	129,554
Provision for staff retirement benefits	<b>70,806</b>	67,889
Interest income	<b>(160,625)</b>	(119,365)
Unrealised exchange loss / (gain)	<b>204,802</b>	(14,385)
Profit before working capital changes	<b>806,195</b>	2,606,536

Un-audited  
September 30,  
2022

Un-audited  
September 30,  
2021

----- Rupees in '000 -----

### Effect on cash flow due to working capital changes

(Increase) / decrease in current assets		
Stores and spares	(5,659)	(45,523)
Inventories	(1,719,413)	(1,528,773)
Trade debts	205,563	(457,812)
Loans and advances	(621,795)	213,924
Trade deposits and prepayments	21,236	10,362
Refunds due from Government	(958,126)	(13,588)
Other receivables	332,365	70,850
	<b>(2,745,829)</b>	<b>(1,750,560)</b>
Increase in current liabilities		
Trade and other payables	1,488,914	924,620
	<b>(1,256,915)</b>	<b>(825,940)</b>
	<b>(450,720)</b>	<b>1,780,596</b>

Un-audited  
September 30,  
2022

Audited  
December 31,  
2021

Un-audited  
September 30,  
2021

Note ----- Rupees in '000 -----

### 15. CASH AND CASH EQUIVALENTS

Bank balances	8	1,588,595	2,454,867	3,025,202
Investment at amortised cost		-	747,935	-
Book overdraft	9.1	(255,941)	(115,017)	(110,958)
		<b>1,332,654</b>	<b>3,087,785</b>	<b>2,914,244</b>

### 16. TRANSACTIONS WITH RELATED PARTIES

The related parties include holding company, associated companies, directors of the Company, companies where directors also hold directorship and key management personnel of the Company. The transactions with related parties are carried out in the normal course of business at contract-ed rates. Details of transactions with related parties, other than those which have been disclosed elsewhere in these condensed interim financial statements, are as follows:

**Un-audited  
September 30,  
2022**      Un-audited  
September 30,  
2021

----- Rupees in '000 -----

**16.1 Details of transactions carried out during the period with the related parties are as follows:**

<b>Relationship</b>	<b>Nature of transactions</b>		
Holding Company:	a. Dividend declared	-	502,116
	b. Dividend paid	<b>394,595</b>	-
Associated Companies:	a. Purchase of goods and services	<b>2,418,635</b>	2,122,586
	b. Expenses cross charged by GSK Pakistan	<b>12,022</b>	42,172
	c. Services fee charged by GSK Pakistan	<b>6,000</b>	9,000
	d. Sale of goods	<b>72,397</b>	135,285
	e. Recovery of expenses	<b>19,370</b>	107,555
Staff retirement funds:	a. Expense charged for retirement benefit plans	<b>70,806</b>	67,889
	b. Payments to retirement benefit plans	<b>49,464</b>	60,545
Key management personnel:	a. Salaries and other employee benefits	<b>196,996</b>	124,551
	b. Post employment benefits	<b>9,455</b>	11,786
	c. Proceeds from sale of fixed assets	<b>3,450</b>	8,271

**17. FAIR VALUE MEASUREMENTS**

The Company discloses the financial instruments carried at fair value in the statement of financial position in accordance with the following fair value hierarchy:

**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).

As at September 30, 2022, the Company does not have any financial instruments carried at fair values which are measured using methods falling under above categories, and the carrying values of financial assets and financial liabilities approximate their fair values at the reporting date.

## 18. CORRESPONDING FIGURES

Corresponding figures have been reclassified in these condensed interim financial statements, wherever necessary, to facilitate the comparison and to conform with changes and presentation in the current period. However, no significant reclassifications were made in the condensed interim financial information.

## 19. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were approved and authorised for issue by the Board of Directors of the Company on October 21, 2022.



Chief Financial Officer



Director



Chief Executive Officer



do more  
feel better  
live longer

THE BLUE DOT

**GlaxoSmithKline Consumer Healthcare Pakistan Limited**

Sandoz Nagar, Petaro Road, Jamshoro, Sindh - 76100

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