



Quarterly  
**ACCOUNTS**  
MARCH 31, 2024



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## CORPORATE INFORMATION

### BOARD OF DIRECTORS

CHAIRMAN

MEMBERS

Muhammad Fahad Saleem

Ovais Ather Yousuf

Muhammad Usman

Zeeshan Aamir

Syed Jawaid Iqbal

Zara Nadeem Ali

Saad Amarullah Khan

### AUDIT COMMITTEE

CHAIRMAN

MEMBERS

Syed Jawaid Iqbal

Muhammad Fahad Saleem

Zeeshan Aamir

### HEAD OF INTERNAL AUDIT

Tabish Jaleel Shaikh

### HUMAN RESOURCE & REMUNERATION COMMITTEE

CHAIRMAN

MEMBERS

Syed Jawaid Iqbal

Ovais Ather Yousuf

Muhammad Fahad Saleem

### CHIEF EXECUTIVE OFFICER

Ovais Ather Yousuf

### CHIEF FINANCIAL OFFICER

Abdullah Saleh

### COMPANY SECRETARY & SECRETARY TO THE AUDIT COMMITTEE

Moosa Haroon

### AUDITORS

Yousuf Adil, Chartered Accountants

### LEGAL ADVISORS

Azeem Rashid

### BANKERS

Citibank, N.A.

Habib Bank Limited

Standard Chartered Bank

### SHARE REGISTRAR

FAMCO Associates (Pvt) Ltd.

Management Consultants,

8-F, Next to Hotel Faran, Nursery, Block-6,

P.E.C.H.S. Shakra-e-Faisal, Karachi

Tel: + (92 21) 34380101-2

### REGISTERED OFFICE

11th Floor, The Harbour Front, Dolmen City,

HC-3, Block-4, Abdul Sattar Edhi Avenue,

Clifton, Karachi - 75600, Pakistan.

Tel: + (92 21) 3520 5088

Fax: + (92 21) 3529 6150

Web: [www.gillettepakistan.com](http://www.gillettepakistan.com)



# DIRECTORS REPORT

For the nine months period ended Mar 31, 2024

On behalf of the Board of Directors of Gillette Pakistan Limited ('the Company'), we are pleased to present the un-audited financial statements of the Company for the nine months ended Mar 31, 2024. The summary of the financial results are as follows:

		<b>For the Nine Months Ended</b>	
		<b>March 31,2024</b>	<b>March 31,2023</b>
Revenue from contract with customers	PKR in '000'	1,079,702	2,613,212
Gross Profit	PKR in '000'	468,851	1,385,449
GP	%	43.4%	53.0%
Profit before tax	PKR in '000'	113,760	230,615
Profit before tax	%	10.5%	8.8%
Profit after tax	PKR in '000'	32,708	112,614
Profit after tax	%	3.0%	4.3%
Earnings per share	PKR	1.03	3.53

Despite many challenges in the market and the country's economic conditions, the Company was able to maintain gross profit margins due to proactive decisions. Furthermore, several controls over expenditures were strengthened which helped in expenditure optimization and increased profit margin from 8.8% to 10.5%. Currently, adequate sales initiatives are in place and management believes revenue will have an upward trend by the end of the fiscal year.

The structure of the Board and Committees:

**Board of Directors:**

Muhammad Fahad Saleem	Chairman
Ovais Ather Yousuf	CEO
Muhammad Usman	Director
Zeeshan Aamir	Director
Zara Nadeem Ali	Director
Syed Jawaid Iqbal	Independent Director
Saad Amanullah Khan	Independent Director

**Audit Committee:**

Syed Jawaid Iqbal	Chairman
Muhammad Fahad Saleem	Member
Zeeshan Aamir	Member

**HR & Remuneration Committee:**

Syed Jawaid Iqbal	Chairman
Muhammad Fahad Saleem	Member
Ovais Ather Yousuf	Member

On behalf of the Board of Directors, we would like to express appreciation to our Shareholders for their absolute confidence, our valued Customers for their un-paralleled reliance in Company's illustrious product line and the Regulators and other stakeholders for their understanding and support.

On behalf of the Board,

**Ovais Ather Yousuf**  
Chief Executive Officer

**Muhammad Fahad Saleem**  
Director

April 30, 2024  
Karachi



## ڈائریکٹرز رپورٹ

برائے نو ماہ کی مدت ختم شدہ 31 مارچ 2024

جیلٹ پاکستان لمیٹڈ ("دی کمپنی") کے بورڈ آف ڈائریکٹرز کی جانب سے ہم ہمسرت کمپنی کے غیر آڈٹ شدہ مالیاتی اٹیٹیشنس برائے نو ماہ ختم شدہ 31 مارچ 2024 پیش کرتے ہیں۔ مالیاتی نتائج کا خلاصہ درج ذیل ہے:

For the Nine Months Ended			
MARCH 31, 2024	MARCH 31, 2024		
2,613,212	1,079,702	PKR in '000	سیلز - خالص
1,385,449	468,851	PKR in '000	مجموعی منافع
53.0%	43.4%	%	مجموعی منافع کی شرح
230,615	113,760	PKR in '000	نفع (نقصان) قبل از ٹیکس
8.8%	10.5%	%	نفع (نقصان) قبل از ٹیکس کی شرح
112,614	32,708	PKR in '000	نفع (نقصان) بعد از ٹیکس
4.3%	3.0%	%	نفع (نقصان) بعد از ٹیکس کی شرح
3.53	1.03	PKR	ای بی ایس

مارکیٹ میں بہت سے چیلنجز اور ملک کے معاشی حالات کے باوجود، کمپنی فعال فیصلوں کی وجہ سے مجموعی منافع کے مارجن کو برقرار رکھنے میں کامیاب رہی۔ مزید اخراجات برکٹی کٹرولز کو مضبوط کیا گیا جس سے اخراجات کو بہتر بنانے میں مدد ملی اور منافع کا مارجن 8.8% سے بڑھا کر 10.5% ہو گیا۔ فی الحال، فروخت کے لیے مناسب اقدامات کیے جا رہے ہیں اور انتظامیہ کا خیال ہے کہ مالی سال کے اختتام تک آمدنی میں اضافے کا رجحان ہو گا۔

بورڈ آف ڈائریکٹرز کی جانب سے ہم اپنے شیئر ہولڈرز کے ہم پر بھروسہ اور اعتماد، اپنے معزز صارفین کے کمپنی کی معروف پروڈکٹ لائن پر مکمل اطمینان اور ریگولیشنز اور دیگر اسٹیک ہولڈرز کے ادراک اور تعاون کیلئے بے حد شکر گزار ہیں۔ اس کے ساتھ ہم بورڈ آف ڈائریکٹرز کی ہدایات و رہنمائی کیلئے اور پورے سال میں انتظامیہ اور ملازمین کے مسلسل اور مضبوط عزم، سخت محنت اور تعاون کیلئے شکر ادا کرتے ہیں۔

منجانب بورڈ آف ڈائریکٹرز

محمد فہد سلیم  
ڈائریکٹر

اولیس اطہر یوسف  
چیف ایگزیکٹو آفیسر

30 اپریل 2024  
کراچی



## CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

AS AT MARCH 31, 2024

	Note	March 31, 2024 (Unaudited)	June 30, 2023 (Audited)
----- (Rupees in '000) -----			
<b>ASSETS</b>			
Bank balances	8	128,423	1,482,955
Advance income tax - net		21,559	41,917
Sales tax refundable - net		117,290	88,277
Other financial assets		-	5,000
Other receivables and prepayments		696,019	209,766
Trade deposits		78,106	5,243
Trade debts		184,703	55,799
Inventories		1,035,964	1,035,163
<b>Total current assets</b>		<b>2,259,616</b>	<b>2,924,117</b>
<b>Non-current assets</b>			
Property, plant and equipment		153,856	170,197
Long-term deposits		215	215
Total non-current assets		154,071	170,412
<b>Total assets</b>		<b>2,413,687</b>	<b>3,094,529</b>
<b>LIABILITIES AND EQUITY</b>			
Trade and other payables		368,018	944,979
Loan from associate company		930,000	930,000
Contract liabilities		52,025	181,301
Unclaimed dividend		1,357	1,357
<b>Total current liabilities</b>		<b>1,351,182</b>	<b>2,057,419</b>
Deferred Tax liabilities		12,291	15,899
Retirement benefit obligation - gratuity scheme		5,553	9,258
<b>Total non-current liabilities</b>		<b>17,844</b>	<b>25,157</b>
<b>Total liabilities</b>		<b>1,369,026</b>	<b>2,082,576</b>
Authorised capital 40,000,000 ordinary shares of Rs.10/- each		400,000	400,000
Issued, subscribed and paid-up capital		318,024	318,720
Unappropriated profit		725,941	693,233
<b>Total equity</b>		<b>1,044,661</b>	<b>1,011,953</b>
<b>Total equity and liabilities</b>		<b>2,413,687</b>	<b>3,094,529</b>
<b>Contingencies and commitments</b>			
	7		

The annexed notes 1 to 10 form an integral part of these financial statements.

OVAIS ATHER YOUSUF  
Chief Executive Officer

ABDULLAH SALEH  
Chief Financial Officer

MUHAMMAD FAHAD SALEEM  
Director



**Condensed Interim Profit or Loss and Other Comprehensive Income -  
(Unaudited)**

FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2024

	Nine months period ended		Quarter Ended	
	March 31, 2024	March 31, 2023	March 31, 2024	March 31, 2023
	<b>(Rupees in '000)</b>			
Revenue from contract with customers - net	1,079,702	2,613,212	335,939	1,000,079
Cost of goods sold	(610,851)	(1,227,763)	(198,837)	(333,230)
<b>Gross profit</b>	<b>468,851</b>	<b>1,385,449</b>	<b>137,102</b>	<b>666,849</b>
Selling, marketing and distribution expenses	(173,086)	(248,305)	(38,642)	(42,455)
Administrative expenses	(98,998)	(73,050)	(19,306)	(36,103)
Other operating expenses	(29,514)	(829,735)	(6,967)	(500,709)
Other income	109,787	69,668	16,6999	40,695
Interest expense	(161,499)	(73,353)	(53,182)	(2,440)
Bank charges	(1,781)	(59)	(1,693)	(12)
	(355,091)	(1,154,834)	(102,791)	541,024
<b>Profit before tax</b>	<b>113,760</b>	<b>230,615</b>	<b>34,311</b>	<b>125,825</b>
Income tax expense	(81,052)	(181,001)	(26,690)	(29,500)
<b>Profit after tax</b>	<b>32,708</b>	<b>112,614</b>	<b>7,621</b>	<b>96,325</b>
<b>Other comprehensive income for the period</b>				
<b>Items that may be reclassified subsequently to the statement of profit or loss</b>	-	-	-	-
<b>Items that will not be reclassified to the statement of profit or loss</b>	-	-	-	-
Remeasurement of retirement benefit obligation	-	-	-	-
<b>Total comprehensive income for the quarter</b>	<b>32,708</b>	<b>112,614</b>	<b>7,621</b>	<b>96,325</b>
<b>Earnings per share - basic and diluted</b>	<b>1.03</b>	<b>3.53</b>	<b>0.24</b>	<b>3.02</b>

The annexed notes 1 to 10 form an integral part of these financial statements.

**OVAIS ATHER YOUSUF**  
Chief Executive Officer

**ABDULLAH SALEH**  
Chief Financial Officer

**MUHAMMAD FAHAD SALEEM**  
Director



**Condensed Interim Statement of Changes in Equity - (Unaudited)**

FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2024

	Issued, sub- scribed and paid- up capital	Unappropriated profit	Total
	----- (Rupees in '000) -----		
<b>Balance as at July 01, 2022</b>	318,720	593,403	912,123
- Profit after taxation for the period ended March 31, 2023	-	112,614	112,614
- Other comprehensive income for the period ended March 31, 2023	-	-	-
<b>Total comprehensive income for the quarter ended March 31, 2023</b>	-	112,614	112,614
<b>Balance as at March 31, 2023</b>	<u>318,720</u>	<u>706,017</u>	<u>1,024,737</u>
<b>Balance as at July 01, 2023</b>	<b>318,720</b>	<b>693,233</b>	<b>1,011,953</b>
- Profit after taxation for the period ended March 31, 2024	-	32,708	32,708
- Other comprehensive income for the period ended March 31, 2024	-	-	-
<b>Total comprehensive income for the period ended March 31, 2024</b>	-	<b>32,708</b>	<b>32,708</b>
<b>Transactions with owners recorded directly in equity</b> Issuance of ordinary shares	-	-	-
<b>Balance as at March 31, 2024</b>	<u><b>318,720</b></u>	<u><b>725,941</b></u>	<u><b>1,044,161</b></u>

The annexed notes 1 to 10 form an integral part of these financial statements.

**OVAIS ATHER YOUSUF**  
Chief Executive Officer

**ABDULLAH SALEH**  
Chief Financial Officer

**MUHAMMAD FAHAD SALEEM**  
Director





## Condensed Interim Cash Flow Statement - (Unaudited)

FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2024

Note	March 31, 2024	March 31, 2023
	----- (Rupees in '000) -----	
<b>Profit/ (Loss) before income taxation</b>	113,760	230,615
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Adjustment for non-cash charges and other items:		
Inventories written down to net realizable value	1,402	28,363
Provision for slow moving and obsolete inventory	831	21
Interest income on term deposits and saving accounts	(109,787)	(54,856)
Inventories written-off	2,333	183,356
Depreciation	14,330	9,792
Gain on de-recognition on termination of lease	-	(183)
Finance cost	161,499	73,353
-	4,240	2,496
	74,848	242,341
<b>WORKING CAPITAL CHANGES</b>		
<b>(Increase) / decrease in current assets:</b>		
Inventories	(3,304)	69,982
Trade debts	(126,674)	(119,731)
Trade deposits	(72,863)	89,118
Sales tax refundable - net	(29,026)	81,166
Other receivables and prepayments	(486,253)	379,355
	(717,840)	499,890
<b>Increase/ (decrease) in current liabilities:</b>		
Trade and other payables	(570,971)	(686,636)
Contract liabilities	(129,276)	8,240
	(700,247)	(678,396)
<b>Net cash generated from / (used in) operations</b>	(1,229,479)	294,450
Income taxes paid	(60,694)	(123,063)
Defined benefit paid	(16,669)	(3,136)
Finance cost paid	161,499	(73,353)
<b>Net cash used in from operating activities</b>	(1,468,341)	94,897
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Additions to capital work-in-progress	(1,196)	(1,196)
Investments matured	5,000	21,795
Interest income received	109,787	54,856
Net cash generated from investing activities	113,591	75,455
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Loan from associate company - unsecured	-	580,000
Lease payments - principal	-	(2,326)
Dividend paid	-	(12,011)
<b>Net cash used in financing activities</b>	-	565,663
<b>Net decrease in cash and cash equivalents</b>	(1,354,750)	736,015
<b>Cash and cash equivalents at the beginning of the year</b>	1,482,955	41,525
<b>Cash and cash equivalents at the end of the year</b>	128,205	777,540

The annexed notes 1 to 10 form an integral part of these financial statements.

OVAIS ATHER YOUSUF  
Chief Executive Officer

ABDULLAH SALEH  
Chief Financial Officer

MUHAMMAD FAHAD SALEEM  
Director



## Notes to the Condensed Interim Financial Statements - (Unaudited)

FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2024

### 1. STATUS AND NATURE OF BUSINESS

1.1 Gillette Pakistan Limited ("the Company") was incorporated on December 9, 1986 as a public limited company under the Companies Ordinance, 1984 and is a subsidiary of The Series Acquisition B.V. Netherlands (which is a wholly owned subsidiary of The P&G Company, USA). The registered office of the Company is situated at 11th Floor, Harbour Front, Dolmen City, HC-3, Block-4, Marine Drive, Clifton, Karachi-75600 and the Company is listed on Karachi and Lahore Stock Exchanges. The principal activities of the Company include marketing and selling of blades and razors.

1.2 The financial statements are presented in Pak Rupees, which is the Company's functional and presentation currency.

### 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

These condensed interim statement of 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 comprises of:

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

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

These condensed interim financial statements do not include all the notes required for the full financial statements and therefore should be read in conjunction with the annual financial statements of the Company for the year ended June 30, 2023.

2.2 These condensed interim financial statements are presented in Pak Rupees which is also the Company's functional currency and figures presented in these condensed interim financial statements have been rounded off to the nearest thousand rupees.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the annual audited financial statements of the Company for the year ended June 30, 2023.

### 4. SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGEMENTS

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



## Notes to the Condensed Interim Financial Statements - (Unaudited)

FOR THE NINE MONTHS PERIOD ENDED MARCH 31, 2023

In preparing this condensed interim financial information, the significant judgements made by the management in applying the Company's accounting policies and the key source of estimation and uncertainty were the same as those applied to the financial statements as at and for the year ended June 30, 2023.

### 5. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2023.

### 6. Taxation

#### Current

Provision for current taxation is based on taxable income at the current rates of taxation and tax paid on presumptive basis. Income tax paid at import stage has been changed by Finance Act, 2019 from Final Tax Regime to Minimum Tax Regime (MTR).

#### Deferred

Deferred tax asset is not recognized by the Company as timing of availability of sufficient taxable profit can not be determined due to applicability of minimum tax under section 113 of Income Tax Ordinance, 2001.

### 7. CONTINGENCIES AND COMMITMENTS

The status of the contingencies and commitments which are reported in Note 21 to the annual financial statements of the Company for the year ended June 30, 2023 have not changed materially.

### 8. CASH AND CASH EQUIVALENTS

	March 31, 2024 (Unaudited)	June 30, 2023 (Audited)	March 31, 2023 (Unaudited)
	---- Rupees in '000 ----		
Bank balances	128,205	1,482,955	772,540
	128,205	1,482,955	772,540

### 9. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise the holding company (The Series Acquisition B.V., Netherlands), the ultimate parent company (The Procter & Gamble Company, USA), related group companies, companies in which directors are interested, staff retirement benefit plans, key management personnel and close member of the family of all the aforementioned related parties. The Company carries out transactions with various related parties at agreed terms. Significant transactions with related parties are as follows:



**9.1 Significant transactions with related parties are as follows:**

Name	Relationship with the	Nature of transaction	March 31,	March 31,
			2024	2023
			(Unaudited)	(Unaudited)
----- Rupees in '000 -----				
Procter and Gamble International Operations SA, Lancy	Associate due to common parent Company	Purchases of finished goods	545,619	908,243
Procter And Gamble Middle East Fze	Associate due to common parent Company	Purchase of Goods and Materials	315,430	-
Procter & Gamble International Operations SA Singapore Branch	Associate due to common parent Company	Purchases of finished goods	-	17,373
Procter and Gamble Pakistan (Private) Limited.	Associate due to common parent Company	Services received	83,683	68,637
		Unsecured loan Services rendered	930,000 21,412	930,000 9,728
Procter and Gamble Philippines Business Services-Inc	Associate due to common parent Company	Services rendered	9,326	3,652
Gillette Pakistan Provident Fund	Retirement benefit plan	Expense from pension fund	2,204	1,485
Gillette Pakistan Pension Fund	Retirement benefit plan	Expense from pension fund	2,036	1,542
The Gillete Company LLC	Associate due to common parent Company	Package fees during the year	4,111	-
Key Management Personnel		Short term compensation	47,068	32,792

Name	Relationship with the Company	March 31,	June 30,
		2024	2023
		(Unaudited)	(Audited)
----- Rupees in '000 -----			
Procter and Gamble International Operations SA, Lancy	Associate due to common parent Company	659,461	124,391
Procter and Gamble Pakistan (Private) Limited.	Associate due to common parent Company	(992,271)	(969,461)
The Gillete Company LLC	Associate due to common parent Company	(4,111)	-
Procter and Gamble Philippines Business Services-Inc	Associate due to common parent Company	(35,283)	(32,088)
Procter and Gamble Distributing LLC	Associate due to common parent Company	-	(236,149)
Gillette Pakistan Pension Fund	Retirement benefit plan	(2,036)	(16,669)

**10 DATE AUTHORIZED FOR ISSUE**

These condensed interim financial statements was authorized for issue by the Board of Directors of the Company on April 25, 2024.

**OVAIS ATHER YOUSUF**  
Chief Executive Officer

**ABDULLAH SALEH**  
Chief Financial Officer

**MUHAMMAD FAHAD SALEEM**  
Director

