

Abbott Pakistan

Un-Audited Financial Statements for the First Quarter Ended March 31, 2016



CORPORATE INFORMATION

BOARD OF DIRECTORS

Munir A. Shaikh (Chairman) Syed Anis Ahmed (Chief Executive Officer) Kamran Y. Mirza Anis A. Shah Ehsan Ali Malik Shamim Ahmad Khan Zehra Naqvi

AUDIT COMMITTEE

Ehsan Ali Malik (Chairman) Shamim Ahmad Khan Kamran Y. Mirza Shahzeb Khan (Chief Internal Auditor - by invitation) Syed Anis Ahmed (CFO by invitation)

HUMAN RESOURCE AND REMUNERATION COMMITTEE

Malik Saadatullah - (Secretary)

Munir A. Shaikh (Chairman) Syed Anis Ahmed Shamim Ahmad Khan Zehra Naqvi Asghar Huda - (Secretary)

SHARE TRANSFER COMMITTEE

Syed Anis Ahmed (Chairman) Kamran Y. Mirza Malik Saadatullah - (Secretary)

BANKING COMMITTEE

Zehra Naqvi (Chairman) Syed Anis Ahmed

CHIEF FINANCIAL OFFICER

Syed Anis Ahmed*

COMPANY SECRETARY

Malik Saadatullah

AUDITORS

Ernst & Young Ford Rhodes Sidat Hyder & Company (a member firm of Ernst & Young) Chartered Accountants

LEGAL ADVISORS

Orr, Dignam & Co. Surridge & Beecheno

SHARE REGISTRAR

FAMCO Associates (Pvt) Limited 8-F, Next to Hotel Faran, Nursery Block 6 P.E.C.H.S, Shahrah-e-Faisal Karachi

BANKERS

Favsal Bank Limited

Ciitibank N.A.
Deutsche Bank AG
MCB Bank Limited
National Bank of Pakistan
Standard Chartered Bank (Pakistan) Limited
The Bank of Tokyo-Mitsubishi UFJ Limited
Habib Bank Limited

REGISTERED OFFICE

Opposite Radio Pakistan Transmission Centre, Hyderabad Road, Landhi, P.O. Box 7229, Karachi Pakistan.

CITY OFFICE

8th Floor, Faysal House, St-02, Shahrah-e-Faisal, Karachi Pakistan.

WEBSITE

www.abbott.com.pk

SENIOR MANAGEMENT TEAM

Syed Anis Ahmed
(Chief Executive Officer)
Anis A. Shah
(Director Plant Operations)
Rana A. Latif
(Director Manufacturing)
Asim Shafiq
(General Manager, Abbott Nutrition
International Pakistan)
Habib Ahmed
(Country Manager Abbott Diagnostic

(Country Manager, Abbott Diagnostics Division Pakistan)

Dr. Sheikh Adnan Lateef

(Head of Abbott Diabetes Care Pakistan)

Dr. Farrukh Hafeez

(Director Quality Assurance)

Dr. Sarmad Maqbool

(Director Marketing & Strategy)

Asghar Huda

(Director Human Resource)

Seema Khan

(Director Regulatory Affairs)

(Director Regulate Dr. Raeef Ahmed

(Director Medical Affairs)

Dr. Suleman Alvi

(Director Business Development)

Zahid Hussain

(Director Materials Management)

^{*} Board of Directors has appointed Syed Anis Ahmed as "Managing Director & Chief Executive Officer" of Abbott Laboratories (Pakistan) Limited in March 2016. Previously, he was holding position as Chief Financial Officer of the Company.

DIRECTORS' REPORT

The directors have pleasure in presenting report with the accounts of the Company for the first quarter ended March 31, 2016.

FINANCIAL RESULTS

Sales growth for the quarter was 15% compared the same period last year. Pharmaceutical sales increased by 7%, Nutritional by 18% and other segment sales comprising of General Health Care, Diagnostic and Diabetes Care grew by 64%.

Gross Profit to sales ratio increased from 36% to 38% compared to same quarter last year owing to better product mix. Increase in selling and distribution expenses by 17% is mainly attributable to increased advertisement and promotional expenditure during the current quarter. Other charges increased consequential to increase in profit for Workers Profit Participation Fund and Workers Welfare Fund in line with profit. Profit after tax was 15% of sales in the current quarter as compared to 13% same quarter last year.

FUTURE OUTLOOK

There are numerous challenges such as energy price escalation, inflation and the security situation. However, we continue to see strong opportunities for the pharmaceutical industry in Pakistan. Abbott continues to be committed to making healthier lives possible in Pakistan.

KARACHI: April 21st, 2016

Munir A. Shaikh Chairman

1

ڈائر یکٹران کی رپورٹ

ڈائر کیٹر حضرات 31 مارچ 2016ء کو ختم ہونے والی پہلی سہ ماہی کی رپورٹ کمپنی حسابات کے ہمراہ پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

مالی نتائج

سہ ماہی کے دوران سیلز میں نمو (Growth) گذشتہ سال کی اسی مدت کے مقابلے میں 15 فیصد زائد رہی۔ دواؤں کی سیلز 7 فیصد بڑھی اور جزل ہیلتھ کیئر، طبی تشخیص اور زیاطیس کی دیکھ بھال جیسے دیگر حصّوں کی سیلز میں 64 فیصد اضافہ ہوا۔

خام منافع (Gross Profit) اور سیلز کا باہمی تناسب گذشتہ سال کی ای سہ ماہی کے 36 فیصد سے بڑھ کر 38 فیصد ہو گیا، مصنوعات کا پہلے سے بہتر آمیزہ اس کا سبب تھا۔ سہ ماہی کے دوران فروخت کاری (Selling) اور تقسیم کاری کے اخراجات میں 17 فیصد اضافہ ہوا جس کا اہم سبب تشہیری اور پروموشنل اخراجات تھے۔ منافع بڑھنے کی صورت میں "ورکرز پرافٹ پارٹیسیسیشن فنڈ" اور "ورکرز ویلفیئر فنڈ" کے لئے تھے میں اضافے کے نتیجے میں دیگر اخراجات بڑھ گئے۔ سہ ماہی کے دوران منافع بعد از ٹیکس، سیلز کا 15 فیصد رہا جبکہ گذشتہ سال اس سہ ماہی میں یہ تناسب 13 فیصد رہا جبکہ گذشتہ سال اس سہ ماہی میں یہ تناسب 13 فیصد رہا جبکہ گذشتہ سال اس سہ ماہی میں سے تناسب 13 فیصد رہا جبکہ گذشتہ سال اس سہ ماہی میں تناسب 13 فیصد رہا تھا۔

مستقبل کے امکانات

بہت سے چیلنجز در پیش ہیں جیسے توانائی کے نرخول میں اضافہ، گرانی اور سلامتی کی صور تحال۔ تاہم ہماری رائے میں پاکستان میں دوا سازی کی صنعت کے لئے مستقلم مواقع بدستور موجود ہیں۔ ایبٹ کا یہ عزم بر قرار ہے کہ وہ پاکستان کے لوگوں کی پہلے سے زیادہ صحت مند زندگی ممکن بنائے گا۔

منیر اے ثیخ چیز مین

كراچى: 21 اپريل 2016ء

CONDENSED INTERIM BALANCE SHEET

As at March 31, 2016

UNAUDITED MARCH 31, 2016

AUDITED DECEMBER 31, 2015

Note

----- (Rupees '000) -----

Non-Current Assets

Fixed As	sset	S
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- Property, plant and equipment

- Intangible assets

Long-term loans and advances Long-term deposits Long-term prepayments

3 4,045,669 16,603 4,062,272 54,959 7,475 8,714 71,148

4,133,420

127,318

3,794,153

4,017,403 21,983 4,039,386 51,712 7,475 9,610 68,797 4,108,183

Total Non-Current Assets

Current Assets

Stores and spares Stock-in-trade Trade debts Loans and advances Trade deposits and short-term prepayments Interest accrued Other receivables Taxation recoverable Cash and bank balances

451,421 212,407 273,892 9,841 105.146 162,308 8,587,857 13,724,343

140.069 2,908,690 476,403 100.194 231,897 8,573 97,495 95,858 8,320,913 12,380,092 3,319,884

Current Liabilities

Trade and other payables Dividends

3,984,125 1,958,006 5,942,131 7,782,212

3,319,884

Net Current Assets

Total Assets Less Current Liabilities

11,915,632

9,060,208 13,168,391

Non-Current Liability

Deferred taxation

192,314

219,144

Contingencies and Commitments NET ASSETS

11,723,318

4

12,949,247

FINANCED BY:

Share Capital and Reserves

Authorised capital 200,000,000 ordinary shares of Rs.10 each Issued, subscribed and paid-up capital

2,000,000 5 979,003 392,612

10,351,703

11,723,318

2,000,000 979,003 381.945

11,588,299

12.949.247

SHAREHOLDERS' EOUITY

- revenue

Reserves - capital

The annexed notes 1 to 9 form an integral part of this condensed interim financial information.

SYED ANIS AHMED CHIEF EXECUTIVE

CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (Unaudited)

For the Three Months Ended March 31, 2016

	Jan - Mar 2016	Jan - Mar 2015
	(Rupee	s '000)
Sales - net		
Domestic	4,659,067	4,111,890
Export	226,461	154,835
	4,885,528	4,266,725
Cost of goods sold	3,023,834	2,751,165
Gross profit	1,861,694	1,515,560
Selling and distribution expenses	819,757	703,444
Administrative expenses	109,636	88,976
Other charges	80,149	73,273
Other income	116,729	124,383
	892,813	741,310
	968,881	774,250
Finance costs	1,128	898
Profit before taxation	967,753	773,352
Taxation		
- current	273,173	228,413
- deferred	(26,830)	(17,572)
	246,343	210,841
Profit for the period	721,410	562,511
Paration and horal hadis / Hibrard	(Rup	
Earnings per share - basic / diluted	7.37	5.75

The annexed notes 1 to 9 form an integral part of this condensed interim financial information.

SYED ANIS AHMED CHIEF EXECUTIVE

CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (Unaudited)

For the Three Months Ended March 31, 2016

	Jan - Mar 2016 (Rupee	Jan - Mar 2015 es '000)
Profit for the period	721,410	562,511
Other comprehensive income	-	-
Total comprehensive income for the period	721,410	562,511

The annexed notes 1 to 9 form an integral part of this condensed interim financial information.

SYED ANIS AHMED CHIEF EXECUTIVE

CONDENSED INTERIM CASH FLOW STATEMENT (Unaudited)

For the Three Months Ended March 31, 2016

	Jan - Mar	Jan - Mar
	2016	2015
Note	(Rupee	s '000)

CASH FLOWS FROM OPERATING ACTIVITIES

Cash generated from operations	6	656,173	717,186
Income taxes paid		(339,623)	(273,672)
Long-term loans and advances - net		(3,247)	431
Long-term deposits - net		-	59
Long-term prepayments - net	_	896	(65)
Net cash inflow from operating activities		314,199	443,939

CASH FLOWS FROM INVESTING ACTIVITIES

Fixed capital expenditure	(168,795)	(167,953)
Sale proceeds from disposal of property, plant and equipment	17,109	13,721
Interest income	105,962	125,186
Net cash outflow from investing activities	(45,724)	(29,046)

CASH FLOWS FROM FINANCING ACTIVITIES

Finance cost paid	(1,128)	(898)
Dividends paid	(403)	(315)
Net cash outflow from financing activities	(1,531)	(1,213)
Net increase in cash and cash equivalents	266,944	413,680
Cash and cash equivalents at the beginning of the period	8,320,913	6,381,381
Cash and cash equivalents at the end of the period	8,587,857	6,795,061

The annexed notes 1 to 9 form an integral part of this condensed interim financial information.

SYED ANIS AHMED CHIEF EXECUTIVE

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

For the Three Months Ended March 31, 2016

		Reserves					
	Share	Capital I	Reserves	Revenue	Reserves		Total
	Capital	Reserve arising on Merger	Other	General Reserves	Un-appropri- ated Profit	Total	Equity
				-(Rupees '000))		
Balance as at December 31, 2014	979,003	46,097	293,384	5,338,422	4,214,694	9,892,597	10,871,600
Transactions with owners, recorded directly in equity							
Final dividend for the year ended December 31, 2014 @ Rs. 4.8 per share declared subsequent to the year end	-	-	-	-	(469,921)	(469,921)	(469,921)
Capital contribution from Abbott International LLC, USA	-	-	11,435	-	-	11,435	11,435
Total comprehensive income for the three months ended March 31, 2015							
Profit for the period	-	-	-	-	562,511	562,511	562,511
Other comprehensive income for the period, net of tax	-	-	-	_	-	-	-
Total comprehensive income for the period	-	-	-	-	562,511	562,511	562,511
Balance as at March 31, 2015	979,003	46,097	304,819	5,338,422	4,307,284	9,996,622	10,975,625
Balance as at December 31, 2015	979,003	46,097	335,848	5,338,422	6,249,877	11,970,244	12,949,247
Transactions with owners, recorded directly in equity							
Final dividend for the year ended December 31, 2015 @ Rs. 20 per share declared subsequent to the year end	-	-	-	-	(1,958,006)	(1,958,006)	(1,958,006)
Capital contribution from Abbott International LLC, USA	-	-	10,667	-	-	10,667	10,667
Total comprehensive income for the three months ended March 31, 2016							
Profit for the period	-	-	-	-	721,410	721,410	721,410
Other comprehensive income for the period, net of tax	-	_	-	_	-	-	-
Total comprehensive income for the period	-	-	-	-	721,410	721,410	721,410
Balance as at March 31, 2016	979,003	46,097	346,515	5,338,422	5,013,281	10,744,315	11,723,318

The annexed notes 1 to 9 form an integral part of this condensed interim financial information.

SYED ANIS AHMED CHIEF EXECUTIVE

For the Three Months Ended March 31, 2016

1. THE COMPANY AND ITS OPERATIONS

Abbott Laboratories (Pakistan) Limited (The Company) is a public limited Company incorporated in Pakistan on July 02, 1948, and its shares are quoted on Pakistan Stock Exchange. The address of its registered office is opposite Radio Pakistan Transmission Centre, Hyderabad Road, Landhi, Karachi. The Company is principally engaged in the manufacture, import and marketing of research based pharmaceutical, nutritional, diagnostic, diabetic care, hospital and consumer products.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

2.1 Basis of preparation

Statement of compliance

This condensed interim financial information has been prepared in accordance with the requirements of the International Accounting Standard 34 – "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed. This condensed interim financial information does not include all of the information and disclosures required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended December 31, 2015. This condensed interim financial information is unaudited.

2.2 Accounting policies

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements for the year ended December 31, 2015.

2.3 Accounting estimates and judgments.

The preparation of condensed interim financial information in conformity with approved accounting standards, as applicable in Pakistan requires the management to make estimates, assumptions and use judgments that affect the application of policies and the reported amount of assets and liabilities and income and expenses.

Estimates and judgments made by management in the preparation of this condensed interim financial information are the same as those that were applied to the audited annual financial statements of the Company as at and for the year ended December 31, 2015.

	(Un-audited)	(Audited)
Note	March 31, 2016	December 31 2015
	(Rupee	es '000)

3. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets	3.1	3,257,497	3,299,161
Capital work-in-progress		788,172	718,242
		4,045,669	4,017,403

For the Three Months Ended March 31, 2016

3.1 Operating fixed assets

Following were the additions and disposals of fixed assets during the period:

		Disposals		
	Addition	Cost	Accumulated Depreciation	
		Rupees in '000		
Improvements on buildings	-	-	=	
Plant and machinery	8,467	-	=	
Office equipment	-	-	-	
Vehicles	31,319	36,606	21,046	
Computers	6,699	-	-	
Demonstration equipment	52,380	-	-	
Capital work in progress (CWIP) - net of transfers	69,930			
	168,795	36,606	21,046	

4. CONTINGENCIES AND COMMITMENTS

4.1 Contingencies

- 4.1.1 The Company has given bank guarantees of Rs. 139.259 million (December 31, 2015: Rs 141.626 million) to the Customs Department, a utility company and other institutions against tenders.
- 4.1.2 The taxation officer has contended that the Company has not deducted tax under the law on certain expenses. The order was passed and a demand of Rs. 20 million was raised against the Company, however an appeal has been filed by the Company with the Appellate Tribunal Inland Revenue which is pending for adjudication.

Based on the tax advisors opinion, management is of the view that the position of the Company is sound and the eventual outcome is expected to be in the Company's favour.

4.1.3 The Commissioner Inland Revenue (CIR) has selected the case of the Company for audit of tax year 2012 (accounting year December 31, 2011) and has requested various information from the Company in this regard. The Company believes that only the Federal Board of Revenue has the right to select the Company for audit based on defined criteria or through random balloting and the CIR does not have the right to select the Company for Audit. The company has filed a writ petition in the High court in this regard.

4.2 Commitments

4.2.1 Commitments for capital expenditure as at March 31, 2016 aggregated to Rs. 225.354 million (December 31, 2015: Rs. 298.176 million).

For the Three Months Ended March 31, 2016

4.2.2 The Company has obtained short term financing facilities from various commercial banks amounting to Rs. 1,120 million (December 31, 2015: Rs. 1,120 million). These facilities can be utilized for letters of credit, guarantees and running finance / short term loans. However, the running finance / short term loan utilization cannot exceed Rs. 250 million (December 31, 2015: Rs. 250 million). The running finance / short term loan carries markup at rates ranging from KIBOR plus 1% to KIBOR plus 2% (December 31, 2015: KIBOR plus 1% to KIBOR plus 2%) and are secured against first joint pari passu hypothecation charge over stocks and book debts of the Company, rranking hypothecation charge over stocks and book debts of the Company, promissory notes, and counter guarantees. The Company has not borrowed any amount against running finance / short term loan facilities at the balance sheet date. Commitments in respect of letters of credit as at balance sheet date aggregated to Rs. 497.953 million (December 31, 2015: Rs. 384.742 million).

5. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

As at March 31, 2016, Abbott Asia Investments Limited, UK held 76,259,454 (December 31, 2015: 76,259,454) shares. The ultimate holding company is Abbott Laboratories, USA.

		Note	Unaudited Jan - Mar 2016 (Rupee	Unaudited Jan - Mar 2015 s '000)
6.	CASH GENERATED FROM OPERATIONS			
	Profit before taxation		967,753	773,352
	Adjustment for:			
	Depreciation		124,969	108,762
	Amortisation on intangible assets		5,380	4,305
	Gain on disposal of property, plant and equipment		(1,549)	(2,422)
	Interest income		(107,230)	(118,468)
	Expense recognised in profit or loss in respect of			
	equity-settled share-based compensation		10,667	11,435
	Finance costs		1,128	898
	Working capital changes	6.1	(344,945)	(60,676)
			656,173	717,186
6.1	Working capital changes			
	(Increase) / decrease in current assets net of provision			
	Stores and spares		12,751	(92,032)
	Stock-in-trade		(885,463)	(524,076)
	Trade debts		24,982	53,625
	Loans and advances		(112,213)	(48,801)
	Trade deposits and short-term prepayments		(41,995)	(19,394)
	Other receivables		(7,651)	93,272
			(1,009,589)	(537,406)
	Increase in current liabilities			
	Trade and other payables - net		664,644	476,730
			(344,945)	(60,676)

For the Three Months Ended March 31, 2016

7. TRANSACTIONS WITH RELATED PARTIES

The related parties of the Company comprise other related parties, employee retirement benefit plans, directors and key management personnel. Transactions with related parties essentially entail sale and purchase of goods and services and expenses charged between these parties. Transactions with related parties are as follows:

Other related parties	Unaudited Jan - Mar 2016 (Rupee	Unaudited Jan - Mar 2015 es '000)
Sale of goods	76,175	29,553
Purchase of materials	1,071,066	1,009,575
Technical service fee	29,708	24,072
Reimbursements from a related party on account of: - Selling and distribution expenses - Administrative expenses	20,777 1,620	19,597 1,898
Interest income earned	8,840	8,091
Contributions paid in respect of staff retirement benefit plans:		
Pension fund	37,494	35,876
Provident fund	18,414	17,453
Key management personnel Short-term employee benefits	50,548	55,555
Post-employment benefits	5,764	6,192
	0,, 01	0,2/2

For the Three Months Ended March 31, 2016

8. SEGMENT ANALYSIS

8.1 Segment wise operating results for the first quarter:

		Unaudi	ted			Unaudi	ted	
	Jan - Mar			Jan - Mar				
		2016				2015		
	Pharmaceutical	Nutritional	Others	Total	Pharmaceutical	Nutritional	Others	Total
				(Rupe	es '000)			
Sales	3,277,825	1,055,200	700,839	5,033,864	3,095,312	899,646	436,352	4,431,310
Less:								
Sales return and discount	16,017	1,834	2,777	20,628	47,119	803	15,434	63,356
Sales tax and excise duty		90,520	37,188	127,708		82,203	19,026	101,229
Sales - net	3,261,808	962,846	660,874	4,885,528	3,048,193	816,640	401,892	4,266,725
Cost of goods sold	2,073,291	602,937	347,606	3,023,834	2,008,356	499,685	243,124	2,751,165
Gross profit	1,188,517	359,909	313,268	1,861,694	1,039,837	316,955	158,768	1,515,560
Selling and distribution expenses	548,919	140,960	129,878	819,757	491,297	119,055	93,092	703,444
Administrative expenses	96,239	11,623	1,774	109,636	75,142	9,003	4,831	88,976
Segment result	543,359	207,326	181,616	932,301	473,398	188,897	60,845	723,140

8.2 Reconciliation of segment results with profit before taxation

	UNAUDITED Jan - Mar 2016	UNAUDITED Jan - Mar 2015
Total segment results	932,301	723,140
Other income	116,729	124,383
Other charges	80,149	73,273
Finance costs	1,128	898
Profit before taxation	967,753	773,352

8.3 Geographical information

Sales to external customers, net of retun, discounts, sales tax and excise duty

Pakistan	4,659,067	4,111,890
Afghanistan	140,042	123,714
Srilanka	10,244	1,568
Netherland	-	8,242
Switzerland	76,175	21,311
	4,885,528	4,266,725
	1,000,020	4,200,723

For the Three Months Ended March 31, 2016

8.4 Segment Assets

	Unaudited			Audited					
		March 31, 2016					December	31, 2015	
	Pharmaceutical	Nutritional	Others	Total		Pharmaceutical	Nutritional	Others	Total
				(Rupe	ees	′000)			
Segment assets employed	6,609,558	615,941	1,239,539	8,465,038		5,967,338	333,624	1,225,157	7,526,119
Unallocated corporate assets				9,392,725					8,962,156
Total reported assets				17,857,763					16,488,275

9. DATE OF AUTHORISATION

This condensed interim financial information was authorised for issue on April 21, 2016 by the Board of Directors of the Company.

SYED ANIS AHMED CHIEF EXECUTIVE

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ABBOTT LABORATORIES (PAKISTAN) LIMITED

Registered Office

Opposite Radio Pakistan Transmission Centre, Hyderabad Road, Landhi, P.O. Box 7229, Karachi Phone: 111-ABBOTT (111-222-688) Fax: (92-21) 35001903

City Office

8th Floor, Faysal House, St-02, Shahrah-e-Faisal, Karachi Phone: (92-21) 32799018, 32799019 Fax: (92-21) 32800244 URL: www.abbott.com.pk

