

Corporate Information

Board Of Directors

Munir A. Shaikh (Chairman) Arshad Saeed Husain (Chief Executive Officer) Kamran Y. Mirza Ehsan Ali Malik Syed Anis Ahmed Atif Aslam Bajwa Shamim Ahmad Khan

Audit Committee

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

Human Resource and Remuneration Committee

Munir A. Shaikh (Chairman) Atif Aslam Bajwa Arshad Saeed Husain Shamim Ahmad Khan Shahrukh Masood (Secretary)

Share Transfer Committee

Arshad Saeed Husain (Chairman) Syed Anis Ahmed Kamran Y. Mirza

Banking Committee

Atif Aslam Bajwa (Chairman) Arshad Saeed Husain 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) Ltd. 8-F, Next to Hotel Faran, Nursery, Block 6, P.E.C.H.S, Shahrah-e-Faisal, Karachi.

Bankers

Faysal Bank Limited
Citibank N.A.
Deutsche Bank AG
MCB Bank Limited
National Bank of Pakistan
Standard Chartered Bank
(Pakistan) Limited
The Bank of Tokyo-Mitsubishi UFJ Limited
Barclays Bank PLC

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

Arshad Saeed Husain (Chief Executive Officer) Syed Anis Ahmed (Chief Financial Officer) Anis A. Shah (Director Plant Operations) Asim Shafiq (General Manager, Abbott Nutrition International Pakistan) Habib Ahmed (Country Manager, Abbott Diagnostics Division Pakistan) Dr. Sheikh Adnan Lateef (Head of Abbott Diabetes Care Pakistan) Dr. Farrukh Hafeez (Director Quality Assurance) Dr. Sarmad Magbool (Director Marketing & Strategy) Seema Khan (Director Regulatory Affairs) Dr. Raeef Ahmed (Director Medical Affairs) Shahrukh Masood (Director Human Resources) Dr. Suleman Alvi

Dr. Suleman Alvi
(Director Business Development)
Rana A. Latif
(Director Manufacturing)
Zahid Hussain
(Director Materials Management)

Directors' Report

The Directors are pleased to present their Report and accounts of the Company for the third quarter ended September 30th, 2014.

FINANCIAL RESULTS

Sales for the quarter increased by 13% over the same period last year. Pharmaceutical sales increased by 13%, Nutritionals by 16% and Others by 8%. Gross profit to sales ratio was at 37% compared to last year of 39%, mainly due to devaluation of Pak rupee.

FUTURE OUTLOOK

Despite increasing cost of doing business, there is still absence of systematic price increase mechanism. We look forward to the Government for adoption of a pragmatic approach, facilitating the industry to address its long outstanding issues including pricing which would facilitate sustained supply of quality medicines to the public.

KARACHI: October 23rd, 2014

Munir A. Shaikh Chairman

Condensed Interim Balance Sheet

As at September 30, 2014

AUDITED UNAUDITED SEPTEMBER 30, DECEMBER 31, 2013 2014 ----- (Rupees '000) -----Note

Non-Current Assets

-	VAC	Λ.		-1.
_	VAC		CC	$\triangle T$

- Property, plant and equipment
- Intangible asset

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

Total	Non-	-Curr	ent A	ssets

Current Assets

Stores and spares Stock-in-trade Trade debts Loans and advances - considered good Trade deposits and short-term prepayments Accrued profit Other receivables Taxation recoverable Cash and bank balances

Current Liabilities

Trade and other payables

Net Current Assets Total Assets Less Current Liabilities

Non-Current Liability Deferred taxation

Contingencies and Commitments **NET ASSETS**

FINANCED BY: Share Capital and Reserves

Authorised capital 200,000,000 ordinary shares of Rs.10 each

Issued, subscribed and paid-up capital Reserves - capital - revenue

SHAREHOLDERS' EQUITY

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

3,307,816 28,700 ,336,516 44,119 7,664 9,970 61,753

3,398,269

3

3,183,735 41,615 225,350 31,896 4,103 8,065 44,064 3,269,414

95,226	107,238
3,332,382	2,762,690
500,051	546,093
133,981	172,205
187,811	154,613
13,941	5,922
157,468	79,269
2,512	173,509
5,218,731	3,897,051
9,642,103	7,898,590
2,733,113	2,217,177
2,733,113	2,217,177
	5 001 110

2,733,113	2,217,177
6,908,990	5,681,413
10,307,259	8,950,827

205,743 203,562

8,747,265 10,101,516

2,000,000 2,000,000 979,003 979,003 330,701 300,030 8,791,812 7,468,232 10,101,516 8,747,265

ARSHAD SAEED HUSAIN CHIEF EXECUTIVE

SYED ANIS AHMED DIRECTOR

Condensed Interim Profit and Loss Account (Unaudited) For The Quarter And Nine Months Ended September 30, 2014

	Jul - Sep 2014	Jan - Sep 2014 (Rupee	Jul - Sep 2013 s '000)	2013
Sales - net				
Domestic Export	4,437,135 271,566	13,408,185 633,603	3,929,998 235,290	11,851,254 529,351
Service fee for toll manufacturing	4,708,701	14,041,788	4,165,288 1,314	12,380,605 8,214
	4,708,701	14,041,788	4,166,602	12,388,819
Cost of goods sold and services	2,949,550	8,752,842	2,527,465	7,580,604
Gross profit	1,759,151	5,288,946	1,639,137	4,808,215
Selling and distribution expenses Administrative expenses	638,368 91,607	2,025,752 294,033	623,015 90,184	1,846,855 265,288
Other income Other charges	1,029,176 95,071 88,157	2,969,161 343,407 259,245	925,938 66,578 98,938	2,696,072 190,098 282,429
Finance cost	1,036,090 1,149	3,053,323 3,137	893,578 667	2,603,741 2,058
Profit before taxation	1,034,941	3,050,186	892,911	2,601,683
Taxation - current - deferred	374,354 (20,559) 353,795	1,039,123 2,181 1,041,304	289,944 (11,931) 278,013	869,024 (21,331) 847,693
Profit for the period	681,146	2,008,882	614,898	1,753,990
		(Rup	oees)	
Earnings per share - basic / diluted	6.96	20.52	6.28	17.92

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

ARSHAD SAEED HUSAIN CHIEF EXECUTIVE

SYED ANIS AHMED DIRECTOR

Condensed Interim Statement of Comprehensive Income (Unaudited) For The Quarter And Nine Months Ended September 30, 2014

	Jul - Sep 2014	Jan - Sep 2014	Jul - Sep 2013	Jan - Sep 2013
		Rupees	in ' 000	
Profit for the period	681,146	2,008,882	614,898	1,753,990
Other comprehensive income	-	-		-
Total comprehensive income for the period	681,146	2,008,882	614,898	1,753,990

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

CHIEF EXECUTIVE

SYED ANIS AHMED

Condensed Interim Cash Flow Statement (Unaudited) For The Nine Months Ended September 30, 2014

	Jan - Sep	Jan - Sep
	2014	2013
Note	(Rupees	(000)

CASH FLOWS FROM OPERATING ACTIVITIES

Cash generated from operations	6	2,970,524	2,548,125
Income taxes paid		(868,126)	(683,080)
Long-term loans and advances - net		(12,223)	6,437
Long-term deposits - net		(3,561)	(425)
Long-term prepayments - net		(1,905)	864
Net cash inflow from operating activities		2,084,709	1,871,921

CASH FLOWS FROM INVESTING ACTIVITIES

Fixed capital expenditure	(465,150)	(713,894)
Sale proceeds from disposal of fixed asssets	37,638	22,863
Interest income	305,358	169,632
Net cash outflow from investing activities	(122,154)	(521,399)

CASH FLOWS FROM FINANCING ACTIVITIES

Finance cost paid	(3,137)	(2,058)
Dividend paid	(637,738)	(678,585)
Net cash outflow from financing activities	(640,875)	(680,643)
Net increase in cash and cash equivalents	1,321,680	669,879
Cash and cash equivalents at the beginning of the period	3,897,051	2,790,212
Cash and cash equivalents at the end of the period	5,218,731	3,460,091

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

ARSHAD SAEED HUSAIN CHIEF EXECUTIVE

SYED ANIS AHMED DIRECTOR

Condensed Interim Statement of Changes in Equity (Unaudited) For The Nine Months Ended September 30, 2014

		Reserves					
	Share	Capital Reserves Revenue Reserves			Total Equity		
	Capital	Reserve Arising on Merger	Other	General Reserve	Un-appropri- ated Profit	Total	Total Equity
		Morgo		Rupees '000)		
Balance as at December 31, 2012	979,003	46,097	216,211	3,588,422	1,877,661	5,728,391	6,707,394
Transfer from unappropriated profit to general reserve made subsequent to the period ended December 31, 2012				1.750.000	(1,750,000)		
Total comprehensive income for the nine months ended September 30, 2013				111 001000	(11, 00,000)		
Profit for the period	-	-	-	-	1,753,990	1,753,990	1,753,990
Other comprehensive income for the period, net of tax		-		_			_
Total comprehensive income for the period			-	-	1,753,990	1,753,990	1,753,990
Transactions with owners, recorded directly in equity	1						
Final dividend for the year ended December 31, 2012 declared subsequent to the year end @ Rs. 4 per share					(391,601)	(391,601)	(391,601
Interim dividend for the year ending December 31, 2013 @ Rs. 3 per share	-		2		(293,701)	(293,701)	(293,701
Capital contribution from Abbott International LLC, USA in relation to share based compensation	-		26,533	-		26,533	26,533
Balance as at September 30, 2013	979,003	46,097	242,744	5,338,422	1,196,349	6,823,612	7,802,615
Balance as at December 31, 2013	979,003	46,097	253,933	5,338,422	2,129,810	7,768,262	8,747,265
Total comprehensive income for the nine months ended September 30, 2014							
Profit for the period	-		-	-	2,008,882	2,008,882	2,008,882
Other comprehensive income for the period, net of tax	-					-	
Total comprehensive income for the period	-	-	-		2,008,882	2,008,882	2,008,882
Transactions with owners, recorded directly in equit	у						
Final dividend for the year ended December 31, 2013 declared subsequent to the year end @ Rs. 4 per share		-		-	(391,601)	(391,601)	(391,60
Interim dividend for the year ending December 31, 2014 @ Rs. 3 per share					(293,701)	(293,701)	(293,701
Capital contribution from Abbott International LLC, USA in relation to share based compensation			30,671			30,671	30,67
Balance as at September 30, 2014	979,003	46,097	284,604	5,338,422	3,453,390	9,122,513	10,101,510

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

ARSHAD SAEED HUSAIN CHIEF EXECUTIVE

SYED ANIS AHMED DIRECTOR

For The Nine Months Ended September 30, 2014

1. THE COMPANY AND ITS OPERATIONS

"Abbott Laboratories (Pakistan) Limited (The Company) is a public limited company incorporated in Pakistan on July 2, 1948, and its shares are quoted on the Karachi, Lahore and Islamabad stock exchanges. 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, molecular devices, hospital and consumer products and in providing toll manufacturing services.

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, 2013.

This condensed interim financial information is being submitted to the shareholders as required by the Listing Regulations of Karachi, Lahore and Islamabad stock exchanges and section 245 of the Companies Ordinance, 1984.

2.2 Accounting policies

The accounting policies and the methods of computation used in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements for the preceding year ended December 31, 2013.

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, 2013.

For The Nine Months Ended September 30, 2014

UNAUDITED	UNAUDITED
Jan - Sep	Jan - Sep
2014	2013
(Rupees	s '000)

3. PROPERTY, PLANT AND EQUIPMENT [COST OF ADDITIONS / (DELETIONS)]

Plant and machinery	100,964 (25,250)	99,858 (14,135)
Buildings on freehold land	1,782	13,901
Office equipment	2,533	-
Vehicles	(2,470) 66,562	48,038
Computers	(54,076) 16,987	(42,358) 62,704
Demonstration equipments	(1,523) 138,079 (110,874)	(812) 305,377 (19,767)
Quit I was a second (QIAID)		
Capital work in progress (CWIP) - net	138,243	188,562
Additions net off CWIP	465,150	718,440
Total (deletions)	(194,193)	(77,072)

4. CONTINGENCIES AND COMMITMENTS

4.1 Contingencies

- 4.1.1 The Company has given bank guarantees of Rs. 128.862 million (December 31, 2013: Rs 111.980 million) to the Customs Department, a utility company and other institutions against tenders
- 4.1.2 The returns of total income for four tax years (Tax Years 2005 2008) were selected for audit by the tax authority. The Taxation Officer disallowed certain expenses claimed by the Company against which the Company filed appeals before the Commissioner Inland Revenue (Appeals) [CIR(A)]. The CIR(A) allowed certain expenses, however, maintained majority of the disallowances resulting in tax demand of Rs. 239.695 million. The Company has now filed the appeals before the Appellate Tribunal Inland Revenue (ATIR) which are pending adjudication.

Management is of the view that the position of the Company is sound and eventual outcome is expected to be in Company's favour. However, being prudent, management has made a provision of Rs. 156 million (December 31, 2013: 30 million) in the financial statements.

4.1.3 The Company has filed a reference application before the High Court of Sindh for assessment years 1997-98, 1999-00 to 2002-03 in respect of certain disallowances resulting in a tax demand of Rs 154.500 million, which is pending adjudication.

Management is of the view that the position of the Company is sound and eventual outcome is expected to be in Company's favour. However, being prudent, management has made a provision of entire tax demand in the financial statements.

For The Nine Months Ended September 30, 2014

4.2 Commitments

6.

- 4.2.1 Commitments for capital expenditure as at September 30, 2014 aggregated to Rs. 79.805 million (December 31, 2013: Rs. 90.475 million).
- 4.2.2 The Company has obtained short term financing facilities from various commercial banks amounting to Rs.1,080 million (December 31, 2013: Rs. 1,397 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. 310 million (December 31, 2013: Rs. 310 million). The running finance / short term loan carries markup at rates ranging from KIBOR plus 1% to KIBOR plus 2% (December 31, 2013: 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, ranking 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. 367.885 million (December 31, 2013: Rs. 396.908 million).

5. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

As at September 30, 2014, Abbott Asia Investments Limited, UK held 76,259,454 (December 31, 2013: 76,259,454) shares. The ultimate holding company is Abbott International LLC, USA.

		UNAUDITED Jan - Sep 2014	UNAUDITED Jan - Sep 2013
	Note	(Rupee	s '000)
CASH GENERATED FROM OPERATIONS			
Profit before taxation		3,050,186	2,601,683
Adjustment for:			
Depreciation		312,841	293,529
Amortisation on intangible asset		12,915	12,915
Gain on disposal of fixed assets		(9,410)	(2,495)
Income on investments and deposits		(313,376)	(170,780)
Expense recognised in profit or loss in respect of			()
equity-settled share-based payments		30,671	26,533
Finance cost		3,137	2,058
Working capital changes	6.1	(116,439)	(215,318)
		2.970.524	2.548.125

Selected Notes to the Condensed Interim Financial Information (Unaudited) For The Nine Months Ended September 30, 2014

6.

		UNAUDITED Jan - Sep 2014 (Rupee	UNAUDITED Jan - Sep 2013 s '000)
.1	Working capital changes		
	(Increase) / decrease in current assets net of provision		
	Stores and spares Stock-in-trade Trade debts Loans and advances Trade deposits and short-term prepayments Other receivables	12,012 (569,692) 46,042 38,224 (33,198) (78,199)	6,365 (518,216) 94,643 (163,688) (62,614) (15,730)
	Increase in current liabilities	(584,811)	(659,240)
	Trade and other payables - net	468,372	443,922
		(116,439)	(215,318)

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:

	UNAUDITED Jan - Sep 2014	2013
	(Rupee	es '000)
Other related parties		
Sale of goods Purchase of materials Technical service fee	77,615 2,924,881 97,513	69,398 1,417,972 87,730
Reimbursements from a related party on account of:		
Selling and distribution expenses Administrative expenses	60,435 9,134	48,728 5,347
Interest income earned	11,987	16,434
Charge in respect of staff retirement benefit plans:		
Pension fund Provident fund	104,720 51,458	90,824 44,529
Key management personnel		
Short-term employee benefits Post-employment benefits	130,176 16,513	116,544 13,807

Selected Notes to the Condensed Interim Financial Information (Unaudited) For The Nine Months Ended September 30, 2014

SEGMENT ANALYSIS

8.1 Segment wise operating results for the third quarter:

		UNAUDI	TED			UNAUDI	TED	
		Jul - Si	ер	A11 - (111 - A11		Jul - Se		
		2014			2013			
	Pharmaceutical	Nutritional	Others	Total	Pharmaceutical	Nutritional	Others	Total
				(Rupe	es '000)			
Sales	3,561,508	861,983	431,334	4,854,825	3,128,979	743,865	421,945	4,294,789
Less:								
Sales return and discount	38,202	1,261	4,157	43,620	12,872	-	5,806	18,678
Sales tax and excise duty	=	84,744	17,760	102,504		74,077	36,746	110,823
Sales - net	3,523,306	775,978	409,417	4,708,701	3,116,107	669,788	379,393	4,165,288
Service fee for toll manufacturing	-	-	-	-	1,314		-	1,314
	3,523,306	775,978	409,417	4,708,701	3,117,421	669,788	379,393	4,166,602
Cost of goods sold and services	2,194,942	462,958	291,650	2,949,550	1,854,727	409,198	263,540	2,527,465
Gross profit	1,328,364	313,020	117,767	1,759,151	1,262,694	260,590	115,853	1,639,137
Selling and distribution expenses	487,259	87,223	63,886	638,368	436,587	78,859	107,569	623,015
Administrative expenses	82,422	4,842	4,343	91,607	74,447	11,392	4,345	90,184
Segment result	758,683	220,955	49,538	1,029,176	751,660	170,339	3,939	925,938

8.2 Segment wise operating results for nine months:

		UNAUD	ITED			UNAUD	ITED	
		Jan - S				Jan - S		
		201			2013			
	Pharmaceutical	Nutritional	Others	Total	Pharmaceutical	Nutritional	Others	Total
				(Rupe	es '000)			
Sales Less:	10,729,794	2,364,961	1,335,440	14,430,195	9,277,586	2,063,189	1,391,530	12,732,305
Sales return and discount	76,360	2,149	7,672	86,181	29,842	3,320	7,692	40,854
Sales tax and excise duty	-	224,711	77,515	302,226	-	193,702	117,144	310,846
Sales - net	10,653,434	2,138,101	1,250,253	14,041,788	9,247,744	1,866,167	1,266,694	12,380,605
Service fee for toll manufacturing	-	-		-	1,314		6,900	8,214
	10,653,434	2,138,101	1,250,253	14,041,788	9,249,058	1,866,167	1,273,594	12,388,819
Cost of goods sold and services	6,521,306	1,356,585	874,951	8,752,842	5,599,108	1,157,278	824,218	7,580,604
Gross profit	4,132,128	781,516	375,302	5,288,946	3,649,950	708,889	449,376	4,808,215
Selling and distribution expenses	1,484,638	308,297	232,817	2,025,752	1,329,482	266,411	250,962	1,846,855
Administrative expenses	259,103	22,380	12,550	294,033	217,599	36,780	10,909	265,288
Segment result	2,388,387	450,839	129,935	2,969,161	2,102,869	405,698	187,505	2,696,072

For The Nine Months Ended September 30, 2014

8.3 Reconciliation of segment results with profit before taxation

		UNAUDITED Jul - Sep 2014	UNAUDITED Jan - Sep 2014	UNAUDITED Jul - Sep 2013	UNAUDITED Jan - Sep 2013
			(Rupe	es '000)	
	Total segment results Other income Other charges Finance cost	1,029,176 95,071 88,157 1,149	2,969,161 343,407 259,245 3,137	925,938 66,578 98,938 667	2,696,072 190,098 282,429 2,058
	Profit before taxation	1,034,941	3,050,186	892,911	2,601,683
				UNAUDITED Jan - Sep 2014	UNAUDITED Jan - Sep 2013
8.4	Geographical information				
	Sales to external customers				
	Pakistan Afghanistan Srilanka Netherland Bangladesh Switzerland			13,408,185 522,260 30,227 11,426 3,501 66,189 14,041,788	11,859,468 408,576 42,777 66,680 8,600 2,718 12,388,819
8.5	Segment Assets	UNAUDITED September 30, 2014 ical Nutritional Other	's Total Ph	AUDI December armaceutical Nutritional	
	Segment assets employed 5,770,4	24 552,626 1,136,	551 7,459,601	5,255,722 428,253	1,046,695 6,730,670

9. DATE OF AUTHORISATION

Unallocated corporate assets

Total reported assets

This condensed interim financial information was authorised for issue on October 23, 2014 by the Board of Directors of the Company.

5,580,771

13,040,372

ARSHAD SAEED HUSAIN CHIEF EXECUTIVE SYED ANIS AHMED DIRECTOR

4,437,334

11,168,004

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

