# THE SPIRIT OF EXCELLENCE

# CONDENSED INTERIM FINANCIAL INFORMATION

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2016



# **Corporate Information**

# **Board of Directors**

Mueen Afzal

Chairman and Non-Executive Director

Syed Javed Iqbal

Managing Director and CEO

Wael Sabra

Director Finance & IT

Tajamal Shah Director LEX

Lt. Gen. (Retd.) Ali Kuli Khan Khattak

Non-Executive Director

Imran Maqbool

Non-Executive Director

Zafar Mahmood

Non-Executive Director

Hae In KIM

Non-Executive Director

Michael Koest

Non-Executive Director

### **Audit Committee**

Lt. Gen. (Retd.) Ali Kuli Khan Khattak

Imran Magbool

Zafar Mahmood

Hae In Kim

Michael Koest

Ahmad Igbal (Secretary)

# Company Secretary

M Idries Ahmed

# Registered Office

Pakistan Tobacco Company Limited Serena Business Complex, Khayaban-e-Suhrwardy. P.O. Box 2549, Islamabad-44000 Telephone: +92 (051) 2083200, 2083201

Fax: +92 (051) 2604516

Web: www.ptc.com.pk

## Factories

Akora Khattak Factory P.O. Akora Khattak

Tehsil and District Nowshera,

Khyber Pakhtunkhwa

Telephone: +92 (0923) 561561-72

Fax: +92 (0923) 561502

Jhelum Factory

G.T. Road, Kala Gujran

Jhelum

Telephone: +92 (0544) 646500-7

Fax: +92 (0544) 646524

### **Bankers**

Citibank N.A. Deutsche Bank AG. Habib Bank Limited MCB Bank Limited

National Bank of Pakistan

Standard Chartered Bank (Pakistan) Ltd.

# **Auditors**

KPMG Taseer Hadi & Co.

Sixth Floor, State Life Building No.5 Jinnah Avenue, Blue Area,

Islamabad - 44000 Ph: +92 (051) 2823558

Fax: +92 (051) 2822671

# **Share Registrar**

FAMCO Associates (Pvt.) Ltd.

8-F, Near Hotel Faran, Nursery, Block 6,

P.E.C.H.S, Shahrah-e-Faisal,

Karachi

Ph: +92 (021) 34380101-2

# **Directors' Review**

The Directors present the performance of Pakistan Tobacco Company Limited (PTC) for the nine months ended September 30, 2016.

The illicit market of cigarettes in Pakistan grew to 39.5% as at September 30, 2016 Despite the enormous challenge of continuous consumer down trading to cheap duty evaded cigarettes the Company continues to be resilient by improving in all operational areas through its strategy of strengthening brand portfolio and effective marketing initiatives. Key Brand initiatives in the period included innovations in premium segment brands to enhance value for the consumers and improvement in product quality of our largest Value For Money (VFM) brand, Capstan by Pall Mall Original (CbPMO). This has enabled the Company to deliver a higher legitimate market share during the period vs. SPLY.

Key financial indicators of PTC for YTD Q3 2016 are:

	Rs (million)			
	Jan - Sep, 2016	Jan - Sep, 2015		
Gross Turnover	101,861	96,034		
Net Turnover	35,594	33,050		
Cost of Sales	17,596	18,866		
Gross Profit	17,997	14,184		
Operating Profit	12,061	9,316		
Profit Before Tax – PBT	12,371	9,533		
Profit After Tax – PAT	8,269	6,332		
Earnings Per Share – EPS (Rs)	32.36	24.78		

The legitimate tobacco industry is facing immense pressure due to exponential growth of duty evaded segment, led largely by the excise driven price increases, the recent one being in Jun'16. Despite recovery in key economic indicators, the consumer wallet remained under pressure. Hence excise led price increases had further stretched the consumer and widened the price gap between legitimate and local duty evaded cigarettes. This accelerated significant down trading to duty evaded segment resulting in a steep decline in legitimate industry volumes and loss in Government revenues.

Cost of sales are 7% lower vs. SPLY mainly due to lower volumes. Continuous focus on Company's operations to deliver efficiencies and productivity savings along with prudent cost controls across the business has resulted in improvement in Gross & Operating profits vs. SPLY.

PTC continues to be a significant contributor to the National Exchequer, contributing up to Rs.70.83 bn during the period (up 6% vs. SPLY) in the form of excise duty, sales tax, customs duties and income tax. The Company continuously stresses upon the detrimental impacts of duty evaded segment on sustainable growth in Government revenues in the long run. Hence the relevant authorities are strongly urged to undertake strict enforcement of regulatory regime to curtail illicit volume and support the legitimate industry.

PTC's operating environment poses numerous regulatory and socio political challenges that can impact sustainable growth of its business. However, we remain committed to enhance shareholder value through continuous value injection in our brands and investment behind our people.

Syed Javed Iqbal
Managing Director & CEO

# ڈائر یکٹرز کی جائز ہریورٹ

یا کستان ٹو بیکو کمپنی کے ڈائر بیٹرز ۱۳ تمبر ۲۰۱۷ تک کی کارکردگی پیش کررہے ہیں۔

30 متمبرتک غیرقانونی سگریٹوں مارکیٹ ثیمیز % 39.5 تک پنتی جائے ۔ مختلف دشواریوں کے باوجود کمپنی نے ہرشعے میں نمایاں کارکردگی کا مظاہرہ کہا۔ اہم چینجر میںستی اورغیرٹیکس اداشدہ غیر قانونی سگریٹوں کا بڑھتا ہوااستعال،توانائی کی کی اورساسی ومعاشر تی عدم ایخکام شامل ہیں <del>۔</del> کمپنی کےمضبوط ہرینڈر<sup>ٹر</sup> اورموثر مارکیننگ خرچ اچھی کارکردگی دکھانے میں معاون ثابت رہے۔ کمپنی اس دوران اپنے برینڈ زمیں حدت متعارف کروانے اوراینی پراڈکٹس کے معیار کوبہتر بنانے کے لیےکوشاں رہی۔جس کا نتیجہ ایک بہتر مارکیٹ شیئر کی صورت میں سامنے آیا۔

سمپنی کے اہم مالیاتی نتائج درج ذیل ہیں:۔

ملين)	روپے(		
جنوری سے جون, ۲۰۱۵	جنوری سے جون,۲۰۱۶		
94:+47	1+12/11	(Gross Turnover)	گل وصولیات
rr.+0+	ma.a9r	(Net Turnover)	اصل وصوليات
PYASAI	12,094	(Cost of Sales)	لا گت فروخت
IMIAM	12,992	(Gross Profit)	گل منافع
۲۱۳۱۶	14-41	(Operating Profit)	كاروبارى منافع
9,000	11,721	(Profit Before Tax – PBT)	منافع قبل ازمحصول
4,555	1,179	(Profit After Tax – PAT)	منافع بعداز محصول
rr.∠∧	mr.my	(Earnings Per Share – EPS (Rs)	آمدن فی حسس (روپے)

قانونی تمہا کوصنت بڑھتے ہوئے غیرٹیکس اداشدہ سگریٹوں کی فروخت کے باعث، معشیت میں بہتری کے باوجود صارف معاثی طور پر دباو میں رہا۔اس ماحول میں کمپنی نے تتبر ۲۰۱۷ تک ایکسائز ڈیوٹی بڑھنے کی بنیاد پرانی پراڈکٹس کی قیمتوں میں اضافہ کیا۔اس اضافے کی وجہ سے نہ صرف صارف پر دباؤ بڑھا بلکہ قانونی ٹیکس اداشدہ سگریٹوں اورغیرٹیکس اداشدہ غیر قانونی سگریٹوں کی قیمتوں کے فرق میں بھی اضافیہ ہوا۔جس کی وجہ سے صارف تیزی سے ستی سگریٹوں پرمنتقل ہونا نثروع ہوگئے۔

لاگت فروخت پچپلی مرتبہ کی نسبت کم رہی جسکی بنیا دی وجہ سگریٹ کی کم فروخت تھی۔ کمپنی اپنے کل منافع اور کاروباری منافع کو بہتر کرنے کے لیے اپنے آپریشنر کومزیدموژبنانے اوراینے اخراجات کومسلسل کم ہے کم کرنے کی کوشش کرتی رہی۔

کمپنی نے ایکسائز ڈیوٹی بیلزئیکس ،سٹم ڈیوٹی اورائم ٹیکس کی مدمیں تکوشی خزانے میں ۷۰۰،۸۳ ارب روپے جمع کرائے ،ای وجہ سے کمپنی تکوشتی آمدنی کا ایک اہم حصہ دار رہی کمپنی مستقل طور براس بات برز ور دے رہی ہے کہ غیر ٹیکس ادا شدہ غیر قانو نی سے سیگر بیوں کی فروخت میں تیزی ہے ہوتے ہوئے اضافے کی وجہ سے حکومتی آمدنی میں بتدرج کی ہورہی ہے اور حکومتی آمدنی میں اضافہ ایک بہت اہم چیلنج ہے۔ حکومتی آمدنی کی پائیداری اور ترقی کے لئے ضروری ہے کدسرکاری ادارے غیرٹیکس اداشدہ غیر قانونی سیگریٹوں کی فروخت کے خلاف مناسب قانونی کارروائی کریں۔

مختلف ریگولیٹری اور سماجی وسیاسی چیلنجز کمپنی کی ترقی اوراس کی یائیداری براثر انداز ہوسکتے ہیں۔اس کے باوجود ہم کمپنی کوایک ذمہ دار کاروبار کی طرح چلانے کے لیے اوراسے اپنے حصد داروں کے لیے زیادہ سے زیادہ منافع بخش بنانے کے لیے برعزم ہیں۔

سيدحاويدا قبال

منیحنگ ڈائر یکٹراورتیای او

# Condensed Interim Profit and Loss Account (Unaudited)

for the Nine months ended September 30, 2016

		onths ended		onths ended
Note	Sep 30, 2016	Sep 30, 2015	Sep 30, 2016	Sep 30, 2015
Gross turnover	19,652,927	25,153,254	101,861,449	96,033,887
Excise duties	(9,964,861)	(12,908,900)	(50,959,358)	(48,529,115)
Sales tax	(2,942,362)	(3,785,155)	(15,308,555)	(14,454,396)
Net turnover	6,745,704	8,459,199	35,593,536	33,050,376
Cost of sales 5	(3,445,962)	(4,509,796)	(17,596,079)	(18,866,281)
Gross profit	3,299,742	3,949,403	17,997,457	14,184,095
Selling and distribution expenses	(1,122,755)	(822,462)	(3,509,674)	(2,521,820)
Administrative expenses	(397,103)	(632,625)	(1,512,437)	(1,487,598)
Other operating expenses 6	(124,384)	(204,561)	(954,947)	(957,765)
Other operating income 7	2,699	21,692	40,832	98,672
	(1,641,543)	(1,637,956)	(5,936,226)	(4,868,511)
Operating profit	1,658,199	2,311,447	12,061,231	9,315,584
Finance income 8	69,359	38,012	346,161	268,864
Finance cost	(10,117)	(14,808)	(36,773)	(51,193)
Net finance income	59,242	23,204	309,388	217,671
Profit before income tax	1,717,441	2,334,651	12,370,619	9,533,255
Income tax expense - current	(455,872)	(757,841)	(4,146,024)	(3,322,226)
- deferred	(63,656)	18,848	44,618	121,441
9	(519,528)	(738,993)	(4,101,406)	(3,200,785)
Profit for the period	1,197,913	1,595,658	8,269,213	6,332,470
Earnings per share - basic and				
diluted (Rupees)	4.69	6.24	32.36	24.78

The annexed notes 1 to 23 form an integral part of this condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

# Condensed Interim Statement of Comprehensive Income (Unaudited)

for the Nine months ended September 30, 2016

Rs '000

_	Three mon	ths ended	Nine months ended		
	Sep 30, Sep 30, 2016 2015		Sep 30, 2016	Sep 30, 2015	
Profit for the period	1,197,913	1,595,658	8,269,213	6,332,470	
Other comprehensive income for the period	-	-	-	-	
Total comprehensive income					
for the period	1,197,913	1,595,658	8,269,213	6,332,470	

The annexed notes 1 to 23 form an integral part of this condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO Wael Sabra

Director Finance & IT

# Condensed Interim Balance Sheet (Unaudited)

as at September 30, 2016

as at coptember 50, 2010	Note	September 30, 2016 (Unaudited)	Rs '000 December 31, 2015 (Audited)
Non current assets		(Orlaudited)	(Addited)
Non current assets			
Property, plant and equipment	10 11	8,612,278	9,184,971
Long term investment in subsidiary company Long term deposits and prepayments	12	5,000 35,075	5,000 29,072
Current assets	12	8,652,353	9,219,043
Current assets			
Stock-in-trade		14,431,135	14,007,537
Stores and spares Trade debts		561,570	675,564
Loans and advances	13	3,395 143,152	906 181,594
Short term prepayments	13	112,927	170,298
Other receivables	14	500,773	446,622
Short term investment - term deposits with			
conventional banks	4.5	5,284,365	-
Cash and bank balances	15	466,839 21,504,156	53,089 15,535,610
Current liabilities		21,304,130	13,333,010
Trade and other payables	16	14,115,239	10,417,040
Short term running finance	17	37,569	1,219,501
Finance lease obligation	18	156,777	154,365
Accrued interest / mark-up		4,078	11,807
Current income tax liability		1,997,397 16,311,060	1,131,661 12,934,374
Net current assets		5,193,096	2,601,236
Non current liabilities			
Deferred income tax liability		(994,379)	(1,038,997)
Finance lease obligation	18	(347,549)	(415,123)
<b>3</b>		(1,341,928)	(1,454,120)
Net assets		12,503,521	10,366,159
Share capital and reserves			
Authorised share capital			
300,000,000 ordinary shares of Rs 10 each		3,000,000	3,000,000
Issued, subscribed and paid-up capital			
255,493,792 ordinary shares of Rs 10 each		2,554,938	2,554,938
Retained earnings		9,948,583	7,811,221
Shareholders' equity		12,503,521	10,366,159
Contingencies and commitments	19		

The annexed notes 1 to 23 form an integral part of this condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

# Condensed Interim Cash Flow Statement (Unaudited)

for the Nine months ended September 30, 2016

Sep 30, 2016   2015			Rs '000
Cash flows from operating activities         101,858,960         96,036,110           Cash paid to Government for federal excise duty, sales tax and other levies         (64,152,227)         (62,749,044)           Cash paid to suppliers, employees and others         (20,980,926)         (22,157,250)           Finance cost paid         (44,502)         (69,342)           Cash paid as royalty         (4460,048)         (422,956)           Income tax paid         (3,280,288)         (2,150,512)           Finance income received         339,431         261,137           Cash flows from investing activities           Purchase of property, plant and equipment         (312,176)         (817,934)           Proceeds from disposal of property, plant and equipment         (32,249)         (677,411)           Cash flows from financing activities           Dividends paid         (6,113,801)         (3,091,739)           Finance lease payments         (66,277,104)         (3,217,786)           Net increase in cash and cash equivalents         6,880,047         4,852,907           Cash and cash equivalents at January 1         (1,166,412)         (413,297)           Cash and cash equivalents comprise:         5,713,635         4,439,610           Cash and bank balances		Sep 30,	
Cash receipts from customers Cash paid to Government for federal excise duty, sales tax and other levies Cash paid to suppliers, employees and others Cash paid as royalty Cash paid (3,280,288) C3,280,288) C3,280,288) C3,150,512) Cash flows from investing activities  Purchase of property, plant and equipment Proceeds from disposal of property, plant and equipment Cash flows from financing activities  Dividends paid Cash flows from financing activities  Dividends paid Cash and cash equivalents at January 1 Cash and cash equivalents at January 1 Cash and cash equivalents at September 30 Cash and cash equivalents comprise:  Short term investment Cash and bank balances Cash and cash equivalents comprise:		2016	2015
Cash paid to Government for federal excise duty, sales tax and other levies       (64,152,227)       (62,749,044)         Cash paid to suppliers, employees and others       (20,980,926)       (22,157,250)         Finance cost paid       (44,502)       (69,342)         Cash paid as royalty       (460,048)       (422,995)         Income tax paid       (3,280,288)       (2,150,512)         Finance income received       339,431       261,137         Cash flows from investing activities         Purchase of property, plant and equipment       (312,176)       (817,934)         Proceeds from disposal of property, plant and equipment       188,927       140,523         Cash flows from financing activities         Dividends paid       (6,113,801)       (3,091,739)         Finance lease payments       (6,277,104)       (3,217,786)         Dividends paid       (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300 <td>Cash flows from operating activities</td> <td></td> <td></td>	Cash flows from operating activities		
sales tax and other levies         (64,152,227)         (62,749,044)           Cash paid to suppliers, employees and others         (20,980,926)         (22,157,250)           Finance cost paid         (44,502)         (69,342)           Cash paid as royalty         (460,048)         (422,995)           Income tax paid         (3,280,288)         (2,150,512)           Finance income received         339,431         261,137           Cash flows from investing activities           Purchase of property, plant and equipment         (312,176)         (817,934)           Proceeds from disposal of property, plant and equipment         (32,249)         (677,411)           Cash flows from financing activities           Dividends paid         (6,113,801)         (3,091,739)           Finance lease payments         (66,277,104)         (3,217,786)           Net increase in cash and cash equivalents         6,880,047         4,852,907           Cash and cash equivalents at January 1         (1,166,412)         (413,297)           Cash and cash equivalents at September 30         5,713,635         4,439,610           Cash and cash equivalents comprise:           Short term investment         5,284,365         3,699,666           Cash and		101,858,960	96,036,110
Cash paid to suppliers, employees and others       (20,980,926)       (22,157,250)         Finance cost paid       (44,502)       (69,342)         Cash paid as royalty       (460,048)       (422,995)         Income tax paid       (3,280,288)       (2,150,512)         Finance income received       339,431       261,137         Cash flows from investing activities         Purchase of property, plant and equipment       (312,176)       (817,934)         Proceeds from disposal of property, plant and equipment       188,927       140,523         Cash flows from financing activities         Dividends paid       (6,113,801)       (3,091,739)         Finance lease payments       (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)		(64 152 227)	(62 740 044)
Finance cost paid         (44,502)         (69,342)           Cash paid as royalty         (460,048)         (422,995)           Income tax paid         (3,280,288)         (2,150,512)           Finance income received         339,431         261,137           Cash flows from investing activities           Purchase of property, plant and equipment         (312,176)         (817,934)           Proceeds from disposal of property, plant and equipment         188,927         140,523           Cash flows from financing activities           Dividends paid         (6,113,801)         (3,091,739)           Finance lease payments         (163,303)         (126,047)           Cash and cash equivalents at January 1         (6,277,104)         (3,217,786)           Net increase in cash and cash equivalents at January 1         (1,166,412)         (413,297)           Cash and cash equivalents at September 30         5,713,635         4,439,610           Cash and cash equivalents comprise:           Short term investment         5,284,365         3,699,666           Cash and bank balances         466,839         765,300           Short term running finance         (25,356)			
Cash paid as royalty Income tax paid       (460,048)       (422,995)         Finance income received       339,431       261,137         13,280,400       8,748,104         Cash flows from investing activities         Purchase of property, plant and equipment       (312,176)       (817,934)         Proceeds from disposal of property, plant and equipment       (817,934)         Proceeds from disposal of property, plant and equipment         Cash flows from financing activities         Dividends paid       (6,113,801)       (3,091,739)         Finance lease payments       (66,277,104)       (3,291,736)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (25,356)			
Income tax paid   (3,280,288)   (2,150,512)   339,431   261,137	·	. , ,	. , ,
13,280,400   8,748,104		. , ,	, , ,
Cash flows from investing activities           Purchase of property, plant and equipment Proceeds from disposal of property, plant and equipment (123,249)         (817,934) (140,523)           (123,249)         (677,411)           Cash flows from financing activities           Dividends paid Finance lease payments         (6,113,801) (163,303) (126,047)           (6,277,104)         (3,217,786)           Net increase in cash and cash equivalents         6,880,047 (4,852,907)           Cash and cash equivalents at January 1         (1,166,412) (413,297)           Cash and cash equivalents at September 30         5,713,635 (4,439,610)           Cash and cash equivalents comprise:         5,284,365 (3,699,666)           Cash and bank balances         466,839 (765,300)           Short term investment         5,284,365 (3,699,666)           Cash and bank balances         466,839 (765,300)           Short term running finance         (37,569) (25,356)	Finance income received	339,431	261,137
Purchase of property, plant and equipment Proceeds from disposal of property, plant and equipment Proceeds from disposal of property, plant and equipment (123,249) (140,523)       (312,176) (140,523)       (140,523)         Cash flows from financing activities         Dividends paid (6,113,801) (163,303) (126,047)         Finance lease payments (6,277,104) (3,217,786)         Net increase in cash and cash equivalents (6,880,047) (4,852,907)         Cash and cash equivalents at January 1 (1,166,412) (413,297)         Cash and cash equivalents at September 30 (1,166,412) (413,297)         Cash and cash equivalents comprise:         Short term investment (2sh and bank balances (36,839) 765,300) (25,356)         Cash and bank balances (37,569) (25,356)		13,280,400	8,748,104
Proceeds from disposal of property, plant and equipment         188,927         140,523           (123,249)         (677,411)           Cash flows from financing activities         (6,113,801)         (3,091,739)           Dividends paid         (6,277,104)         (3,217,789)           Finance lease payments         (6,277,104)         (3,217,786)           Net increase in cash and cash equivalents         6,880,047         4,852,907           Cash and cash equivalents at January 1         (1,166,412)         (413,297)           Cash and cash equivalents at September 30         5,713,635         4,439,610           Cash and cash equivalents comprise:         5,284,365         3,699,666           Cash and bank balances         466,839         765,300           Short term running finance         (37,569)         (25,356)	Cash flows from investing activities		
Proceeds from disposal of property, plant and equipment         188,927         140,523           (123,249)         (677,411)           Cash flows from financing activities         (6,113,801)         (3,091,739)           Dividends paid         (6,277,104)         (3,217,789)           Finance lease payments         (6,277,104)         (3,217,786)           Net increase in cash and cash equivalents         6,880,047         4,852,907           Cash and cash equivalents at January 1         (1,166,412)         (413,297)           Cash and cash equivalents at September 30         5,713,635         4,439,610           Cash and cash equivalents comprise:         5,284,365         3,699,666           Cash and bank balances         466,839         765,300           Short term running finance         (37,569)         (25,356)	Purchase of property, plant and equipment	(312 176)	(817 934)
Cash flows from financing activities         Dividends paid Finance lease payments       (6,113,801) (3,091,739) (126,047)         (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047 (4,852,907)         Cash and cash equivalents at January 1       (1,166,412) (413,297)         Cash and cash equivalents at September 30       5,713,635 (4,439,610)         Cash and cash equivalents comprise:       5,284,365 (369),666         Cash and bank balances (36,839 (25,356))       765,300 (25,356)         Short term running finance       (37,569) (25,356)			
Dividends paid Finance lease payments       (6,113,801) (163,303)       (3,091,739) (126,047)         Net increase in cash and cash equivalents       (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)		(123,249)	(677,411)
Finance lease payments       (163,303)       (126,047)         (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	Cash flows from financing activities		
Finance lease payments       (163,303)       (126,047)         (6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	Dividends paid	(6 113 801)	(3.091.739)
(6,277,104)       (3,217,786)         Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	•		
Net increase in cash and cash equivalents       6,880,047       4,852,907         Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	- manos rouse paymonts	(100,000)	(120,047)
Cash and cash equivalents at January 1       (1,166,412)       (413,297)         Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)		(6,277,104)	(3,217,786)
Cash and cash equivalents at September 30       5,713,635       4,439,610         Cash and cash equivalents comprise:         Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	Net increase in cash and cash equivalents	6,880,047	4,852,907
Cash and cash equivalents comprise:           Short term investment         5,284,365         3,699,666           Cash and bank balances         466,839         765,300           Short term running finance         (37,569)         (25,356)	Cash and cash equivalents at January 1	(1,166,412)	(413,297)
Short term investment       5,284,365       3,699,666         Cash and bank balances       466,839       765,300         Short term running finance       (37,569)       (25,356)	Cash and cash equivalents at September 30	5,713,635	4,439,610
Cash and bank balances         466,839         765,300           Short term running finance         (37,569)         (25,356)	Cash and cash equivalents comprise:		
Cash and bank balances         466,839         765,300           Short term running finance         (37,569)         (25,356)	Short term investment	5,284,365	3,699,666
	Cash and bank balances		
<b>5,713,635</b> 4,439,610	Short term running finance	. , ,	. , ,
		5,713,635	4,439,610

The annexed notes 1 to 23 form an integral part of this condensed interim financial information.

Syed Javed Iqbal
Managing Director & CEO

# Condensed Interim Statement of Changes in Equity (Unaudited)

for the Nine months ended September 30, 2016

	Share capital	Revenue reserves	Rs '000 Total
Balance at January 1, 2015	2,554,938	5,456,425	8,011,363
Total comprehensive income for the nine months	-	6,332,470	6,332,470
Transactions with owners: Final dividend of Rs 12.00 per share relating to the year ended December 31, 2014	-	(3,065,926)	(3,065,926)
Balance at September 30, 2015	2,554,938	8,722,969	11,277,907
Balance at October 1, 2015	2,554,938	8,722,969	11,277,907
Total comprehensive income for the three months	-	621,215	621,215
Transactions with owners: 1st Interim dividend of Rs 6.00 per share relating to year ended December 31, 2015	o the -	(1,532,963)	(1,532,963)
Balance at December 31, 2015	2,554,938	7,811,221	10,366,159
Balance at January 1, 2016	2,554,938	7,811,221	10,366,159
Total comprehensive income for the nine months	-	8,269,213	8,269,213
Transactions with owners: Final dividend of Rs 18.00 per share relating to the year ended December 31, 2015  1st Interim dividend of Rs 6.00 per share relating	-	(4,598,888)	(4,598,888)
to the year ending December 31, 2016	-	(1,532,963)	(1,532,963)
Balance at September 30, 2016	2,554,938	9,948,583	12,503,521

The annexed notes 1 to 23 form an integral part of this condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

for the Nine months ended September 30, 2016

# 1. Legal status And operations

Pakistan Tobacco Company Limited (the Company) is a public listed company incorporated in Pakistan on November 18,1947 under the Companies Act, 1913 (now the Companies Ordinance, 1984) and its shares are quoted on Pakistan Stock Exchange. The Company is a subsidiary of British American Tobacco (Investments) Limited, United Kingdom, whereas its ultimate parent company is British American Tobacco p.l.c. United Kingdom. The registered office of the Company is situated at Serena Business Complex, Khayaban-e-Suherwardy, Islamabad. The Company is engaged in the manufacture and sale of cigarettes.

# 2. Basis of preparation

This condensed interim financial information of the Company for the nine months ended September 30, 2016 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.

The condensed interim financial information should to be read in conjunction with the financial statements for the year ended December 31, 2015, which have been prepared in accordance with approved accounting standards as applicable in Pakistan. Comparative condensed interim balance sheet is extracted from annual financial statements as of December 31, 2015 whereas comparative condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement and condensed interim statement of changes in equity are extracted from unaudited condensed interim financial information of the Company for the nine months ended Sep 30, 2015.

This condensed interim financial information is unaudited and is being submitted to the members as required under Section 245 of the Companies Ordinance, and listing regulations of the Pakistan Stock Exchanges.

# 3. Accounting policies, critical accounting estimates and judgments

The accounting policies, significant judgments made in the application of accounting policies. key sources of estimations, 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 except for the following: Securities and Exchange Commission of Pakistan during the period through its circular No 14 of 2016 dated 21 April 2016, has mandated the implementation of mandatory disclosure requirement for listed companies. The circular prescribes certain disclosures including bifurcation of certain balance sheet and profit and loss items between conventional and islamic mode. Accordingly the Company has presented the required disclosures in this condensed interim financial information. However there was no change in the reported figures of profit and loss or balance sheet.

Amendments and interpretations to published accounting standards effective for the financial year ending December 31, 2016 are not expected to have material impact on the Company's condensed interim financial information.

### 4. Financial risk management

The Company's financial risk management objective and policies are consistent with that disclosed in the financial statements for the year ended December 31, 2015.

	for the Nine months ended September 30, 2016						
		Three me	nths ended				
		Sep 30,			Sep 30,		
		2016		2016	2015		
<b>5</b> .	Cost of sales						
	Raw materials consumed						
	Opening stock of raw materials						
	and work in process	7,303,246	5,876,063	11,233,495	9,802,963		
	Raw material purchases	, ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
	and expenses	8,912,417	10,728,771	14,416,017	16,791,972		
	Excise duty, customs duty and						
	tobacco development cess	125,093	160,699	415,912	493,601		
	Closing stock of raw materials						
	and work in process	(13,325,320)		(13,325,320)	(11,746,949)		
		3,015,436	5,018,584	12,740,104	15,341,587		
	Royalty	109,452	142,340	433,290	441,768		
	Production overheads	774,186	801,718	2,754,459	2,733,968		
_	Cost of goods manufactured	3,899,074	5,962,642	15,927,853	18,517,323		
	Cost of finished goods:	0,000,01	0,002,012	.0,027,000	10/01//020		
	Opening stock	652,704	359,741	2,774,042	2,161,545		
	Closing stock	(1,105,816)	(1,812,587)	(1,105,816)	(1,812,587)		
	·	(453,112)	(1,452,846)	1,668,226	348,958		
		3,445,962	4,509,796	17,596,079	18,866,281		
6.	Other operating expenses						
	Workers' P. Participation Fund	92,006	125,427	664,373	512,226		
	Workers' Welfare Fund	30,478	48,314	252,462	198,876		
	Bank charges and fees	4,752	9,573	33,592	36,377		
	Interest paid to WPPF	,, 02	-	4,520	892		
	Foreign exchange loss	(2,852)	21,247	-	209,394		
	-	124,384	204,561	954,947	957,765		
7.	Other operating income						
	Income - associated companies						
	- BAT SAA for services rendered	-	-	18,198	18,688		
	- Services to BAT Myanmar/						
	BAT Bangladesh	-	-	1,746	-		
	- Services to BAT (Holdings) Ltd	-	-	40.467	4,740		
	Gain on disposal of assets	(1,216)	18,731	10,167	68,699		
	Foreign exchange gain	3,330	-	3,330	-		
	Miscellaneous scrap sale / rental income etc	585	2,961	7,391	6,545		
	remai income etc	202	2,301	1,391	0,045		

### **FINANCE INCOME**

"This includes profit from placement with banks in saving accounts, term deposit and treasury bills earned under interest arrangement. The interest rate ranges between 4.0% and 7.10% (Jan 01, 2015 and Sep 30, 2015: 6.25% and 8.77%) per annum and is received on maturity."

21,692

40,832

98,672

2,699

### **TAXATION**

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The applicable income tax rate was reduced from 32% to 31% during the period on account of the changes made to Income tax Ordinance, 2001 in 2016. Further, tax charge also included prior year charge of Rs 317,372 thousand in respect of super tax levied for the tax year 2016 as per Finance Act 2016.

for the Nine months ended September 30, 2016

		NOTE	September 30,2016	Rs '000 December 31, 2015
10.	Property, plant and equipment			
	Operating fixed assets	10.1	8,241,121	8,066,023
	Capital work in progress	10.1	371,157	1,118,948
	osperani ve e e e e e e e e e e e e e e e e e e		8,612,278	9,184,971
10.1	Operating fixed assets			
	Opening net book amount		8,066,023	7,648,611
	Additions during the nine months / year	ır at cost	0,000,020	7,010,011
	Owned assets			
	Building		7,307	74,919
	Plant and machinery		859,757	602,250
	Vehicles		-	1,388
	Office and household equipment		165,553	383,884
	Furniture and fittings		12,033	13,251
			1,044,650	1,075,692
	Leased assets			
	Vehicles		114,373	420,049
	5		1,159,023	1,495,741
	Disposals during the nine months / year	ar-at net book amou	int	
	Owned assets			
	Building		-	(794)
	Plant and machinery		(124,536)	(409)
	Vehicles		(54,223)	(86,771)
	Office and household equipment		-	(468)
	Furniture and fittings			(1,258)
			(178,759)	(89,700)
	Depreciation charge for the nine month	ns / year	(805,166)	(988,629)
	Net book amount		8,241,121	8,066,023

Total capital expenditure for the nine months amounted to Rs 312,176 thousand. Further depreciation and capital expenditure during the nine months ended September 30, 2015 amounted to Rs 724,313 thousand and Rs 817,934 thousand respectively.

# 11. Long term investment in subsidary

This represents 500,001 (December 31, 2015: 500,001) fully paid ordinary shares of Rs 10 each in Phoenix (Private) Limited. The break up value of shares calculated by reference to net assets worked out to be Rs 10 per share based on audited financial statements for the year ended December 31, 2015. This is a wholly owned subsidiary of the Company which has not yet commenced commercial production.

# 12. Long term deposits and prepayments

These include non interest bearing deposits of Rs. 19,485 thousand (31 December 2015: Rs. 20,199 thousand).

## 13. Loans and advances

These include non interest bearing advances to employees of Rs. 1 thousand (31 December 2015: Rs. 15 thousand).

for the Nine months ended September 30, 2016

### 14. Other receivables

These include following balances due from related parties:

		Note	September 30, 2016	Rs '000 December 31, 2015
	Associated companies		33,841	49,477
	Subsidiary company		20,021	20,021
	Employees retirement benefit plans		345,033	346,701
15.	Cash and bank balances			
	At banks			
	Conventional banking			
	Local currency			
	Current Account		390,449	9,180
	Deposit Account	15.1	19,414	15,142
			409,863	24,322
	Foreign currency			
	Current Account		52,769	24,806
			52,769	24,806
	Islamic banking			
	Local currency Current Account		0.050	2.025
	Current Account		2,853	3,635
			465,485	52,763
			400,400	52,763
	Cash in hand		1,354	326
			466,839	53,089

<sup>15.1</sup> Balances with conventional banks carry mark-up ranging from 4 % to 7.10 % (December 31, 2015: 6.25 % to 8.77 % ).

# 15.2 Bank balances with associated company amount to Rs. 25,351 thousand (2015:Rs.16,507 thousand).

			D 1000
		September 30, 2016	Rs '000 December 31, 2015
16.	Trade and other payables		
	These include following balances due to related parties:		
	Holding company Associated companies Employees retirement benefit plans	195,455 1,722,339 175,367	216,404 1,060,062 415,745

for the Nine months ended September 30, 2016

# 17. Short term running finance

Short term running finance facilities available under mark-up arrangements with banks amount to Rs 6,500 million (December 31, 2015: Rs 6,500 million), out of which the amount unavailed at the September end was Rs 6,462 million (December 31, 2015: Rs 5,280 million). These facilities are secured by hypothecation of stock-in-trade and plant & machinery amounting to Rs 7,222 million (December 31, 2015: Rs 7,222 million). The mark-up ranges between 6.42% and 6.77% (December 31, 2015; 6.71% and 10.34%) per annum and is payable quarterly. The facilities are renewable on annual basis.

# 18. Finance lease obligation

The Company has entered into Ijarah arrangements with a financial institution (associated company) in respect of vehicles. Islamic Financial Accounting Standard (IFAS) No.2 "liarah" was notified by SECP vide S.R.O 431 (I) /2007 on 22 May 2007. This said IFAS require Ijrah payments under such arrangements to be recognised as an expense over the liarah terms. The Company intends to acquire such assets at the end of the lease term and has consequently recorded such arrangement under International Accounting Standard - 17 "Leases".

		September 30, 2016	Rs '000 December 31, 2015
19.	Contingencies and commitments		
19.1	Contingencies Claims and guarantees (i) Claims against the Company not acknowledged as debt	131,800	131,800
	(ii) Guarantees issued by banks on behalf of the Company	231,451	233,152
19.2	Commitments (i) Capital expenditure	358,124	-
	(ii)Letters of credit outstanding	693,296	444,070

### 20. Post balance sheet event

The Board of Directors in their meeting held on October 19, 2016 has declared the second interim dividend of Rs. 8 per share (2015: Rs nil). This interim dividend of Rs 2,043,950 thousand (2015: Rs nil) will be recorded as liability in the financial statements for the next quarter as required by the International Accounting Standard 10" Events after the Balance Sheet Date".

for the Nine months ended September 30, 2016

# 21. Transactions with related parties

				Rs '000
	Three mo	nths ended	Nine m	onths ended
	Sep 30,	Sep 30,	Sep 30,	Sep 30,
	2016	2015	2016	2015
Purchase of goods and services				
Holding company	151,403	171,918	472,874	511,376
Associated companies	311,212	420,807	1,009,316	937,443
Sale of goods and services				
Holding company	14,218	-	46,549	4,540
Associated companies	119,740	50,833	372,306	74,288
Royalty charge				
Holding company	109,452	142,340	433,290	441,768
<u> </u>				
Employees retirement benefit				
plans - Expense				
Staff pension fund	10,457	15,618	31,411	33,109
Staff defined contribution	,	,	- 1,	55,155
pension fund	17,660	14,434	51,241	42,561
Employees' gratuity fund	29,145	39,545	87,548	85,155
Management provident fund	16,259	16,054	50,267	47,963
Employees' provident fund	4,730	4,666	14,248	14,038
Employees provident fand	4,700	4,000	14,240	14,000
Remuneration of key				
management personnel	234,723	223,555	679,357	550,286
management personner	204,720	220,000	070,007	330,200

# Selected notes to and forming part of the Condensed Interim Financial Information (Unaudited) for the Nine months ended September 30, 2016

# 22. Fair value of financial instruments

The following table shows the carrying amounts and fair values of financial assets and financial liabilities including their levels in the fair value hierarchy for financial instruments measured at fair value. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

				•	,	•		Be 1000
			Carryi	Carrying amount			Fair	Fair value
September 30, 2016	Not	Note Held - for- Loans and	Loans and	Other	Total	Level 1	Level 2	Total
Financial assets not measured at fair value		maturity	receivables	tinancial				
Non - current asset Long term deposit			25,485	-	25,485			25,485
Current assets Trade debts		٠	3.395		3.395			3 395
Other receivables	14	•	500,773		500,773			500,773
Short term investments Bank balances		5,284,365	466,839		5,284,365 466,839			5,284,365 466,839
		5,284,365	996,492		6,280,857			
Financial liabilities not measured at fair value								
Current liability Trade and other payables	16			14,115,239	14,115,239			14,115,239
Markup accrued				4,078	4,078			4,078
Short term borrowings Finance lease obligation				37,569 504,326	37,569 504,326			37,569 504,326
				14,661,212	14,661,212			
December 31, 2015								
Financial assets not measured at fair value								
Non - current asset Long term deposit		•	26.199		26.199			26.199
Current assets								
Trade debts	5		906		906			906
Omer receivables Bank balances	4		446,622 53,089		446,622 53,089			446,622 53,089
		•	526,816		526,816			
Financial liabilities not measured at fair value								
Current liability Trade and other navables	16	•		10 417 040	10 417 040			10 417 040
Markup accrued	2			11,807	11,807			11,807
Short term borrowings				1,219,501	1,219,501			1,219,501
Titalice lease objection				203,400	004,600			004,600

# Date of authorization for issue

This condensed interim financial information has been authorised for issue by the Board of Directors of the Company on 19th October, 2016.

12,217,836

12,217,836

Managing Director & CEO Syed Javed Iqbal

Director Finance & IT Wael Sabra

# Consolidated Condensed Interim Profit and Loss Account (Unaudited)

for the Nine months ended September 30, 2016

	Three m	onths ended	Nine mo	onths ended
Note	Sep 30,	Sep 30,	Sep 30,	Sep 30,
	2016	2015	2016	2015
Gross turnover	19,652,927	25,153,254	101,861,449	96,033,887
Excise duties	(9,964,861)	(12,908,900)	(50,959,358)	(48,529,115)
Sales tax	(2,942,362)	(3,785,155)	(15,308,555)	(14,454,396)
Net turnover	6,745,704	8,459,199	35,593,536	33,050,376
Cost of sales 5	(3,445,962)	(4,509,796)	(17,596,079)	(18,866,281)
Gross profit	3,299,742	3,949,403	17,997,457	14,184,095
Selling and distribution expenses	(1,122,755)	(822,462)	(3,509,674)	(2,521,820)
Administrative expenses	(397,103)	(632,625)	(1,512,437)	(1,487,598)
Other operating expenses 6	(124,384)	(204,561)	(954,947)	(957,765)
Other operating income 7	2,699	21,692	40,832	98,672
	(1,641,543)	(1,637,956)	(5,936,226)	(4,868,511)
Operating profit	1,658,199	2,311,447	12,061,231	9,315,584
Finance income 8	69,359	38,012	346,161	268,864
Finance cost	(10,117)	(14,808)	(36,773)	(51,193)
Net finance income	59,242	23,204	309,388	217,671
Profit before income tax	1,717,441	2,334,651	12,370,619	9,533,255
Income tax expense - current	(455,872)	(757,841)	(4,146,024)	(3,322,226)
- deferred	(63,656)	18,848	44,618	121,441
9	(519,528)	(738,993)	(4,101,406)	(3,200,785)
Profit for the period	1,197,913	1,595,658	8,269,213	6,332,470
Earnings per share - basic and				
diluted (Rupees)	4.69	6.24	32.36	24.78

The annexed notes 1 to 22 form an integral part of this consolidated condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

# Consolidated Condensed Interim Statement of Comprehensive Income (Unaudited)

for the Nine months ended September 30, 2016

Rs '000

	Three months ended		Nine mo	nths ended
	Sep 30, 2016	Sep 30, 2015	Sep 30, 2016	Sep 30, 2015
Profit for the period	1,197,913	1,595,658	8,269,213	6,332,470
Other comprehensive income for the period	-	-	-	-
Total comprehensive income				
for the period	1,197,913	1,595,658	8,269,213	6,332,470

The annexed notes 1 to 22 form an integral part of this consolidated condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

Wael Sabra

Director Finance & IT

# Consolidated Condensed Interim Balance Sheet (Unaudited)

as at September 30, 2016

			Rs '000
	Note	September	December
		30, 2016	31, 2015
		(Unaudited)	(Audited)
Non current assets			
Property, plant and equipment	10	8,637,326	9,210,019
Long term deposits and prepayments	11	35,075 8,672,401	29,072 9,239,091
Current assets		0,072,401	9,239,091
Stock-in-trade		14,431,135	14,007,537
Stores and spares		561,570	675,564
Trade debts		3,395	906
Loans and advances	12	143,152	181,594
Short term prepayments	40	112,927	170,298
Other receivables	13	480,752	426,601
Short term investment - term deposits with conventional banks		E 204 265	
Cash and bank balances	14	5,284,365 466,839	53,089
Casii aliu balik balalices	14	21,484,135	15,515,589
Current liabilities		21,404,133	13,313,303
Trade and other payables	15	14,115,266	10,417,067
Short term running finance	16	37,569	1,219,501
Finance lease obligation	17	156,777	154,365
Accrued interest / mark-up	• •	4,078	11,807
Current income tax liability		1,997,397	1,131,661
		16,311,087	12,934,401
Net current assets		5,173,048	2,581,188
Non current liabilities			
Deferred income tax liability		(994,379)	(1,038,997)
Finance lease obligation	17	(347,549)	(415,123)
		(1,341,928)	(1,454,120)
Net assets		12,503,521	10,366,159
Share capital and reserves			
Authorised share capital			
300,000,000 ordinary shares of Rs 10 each		3,000,000	3,000,000
Issued, subscribed and paid-up capital			
255,493,792 ordinary shares of Rs 10 each		2,554,938	2,554,938
Retained earnings		9,948,583	7,811,221
Shareholders' equity		12,503,521	10,366,159
Contingencies and commitments	18		
Containguitores una committationes	10		

The annexed notes 1 to 22 form an integral part of this consolidated condensed interim financial information.

Syed Javed Iqbal

Managing Director & CEO

# Consolidated Condensed Interim Cash Flow Statement (Unaudited)

for the Nine months ended September 30, 2016

	Sep 30,	Rs '000 Sep 30,
	2016	2015
Cash flows from operating activities		
Cash receipts from customers	101,858,960	96,036,110
Cash paid to Government for federal excise duty, sales tax and other levies	(64,152,227)	(62,749,044)
Cash paid to suppliers, employees and others	(20,980,926)	(22,157,250)
Finance cost paid	(44,502)	(69,342)
Cash paid as royalty	(460,048)	(422,995)
Income tax paid	(3,280,288)	(2,150,512)
Finance income received	339,431	261,137
	13,280,400	8,748,104
Cash flows from investing activities		
Purchase of property, plant and equipment	(312,176)	(817,934)
Proceeds from disposal of property, plant and equipment	188,927	140,523
	(123,249)	(677,411)
Cash flows from financing activities		
Dividends paid	(6,113,801)	(3,091,739)
Finance lease payments	(163,303)	(126,047)
	(6,277,104)	(3,217,786)
Net increase in cash and cash equivalents	6,880,047	4,852,907
Cash and cash equivalents at January 1	(1,166,412)	(413,297)
Cash and cash equivalents at September 30	5,713,635	4,439,610
Cash and cash equivalents comprise:		
Short term investment	5,284,365	3,699,666
Cash and bank balances	466,839	765,300
Short term running finance	(37,569)	(25,356)
	5,713,635	4,439,610

The annexed notes 1 to 22 form an integral part of this consolidated condensed interim financial information.

Syed Javed Iqbal Managing Director & CEO

# Consolidated Condensed Interim Statement of Changes in Equity (Unaudited) for the Nine months ended September 30, 2016

	Share capital	Revenue reserves	Rs '000 Total
Balance at January 1, 2015	2,554,938	5,456,425	8,011,363
Total comprehensive income for the nine months	-	6,332,470	6,332,470
Transactions with owners: Final dividend of Rs 12.00 per share relating to the year ended December 31, 2014	-	(3,065,926)	(3,065,926)
Balance at September 30, 2015	2,554,938	8,722,969	11,277,907
Balance at October 1, 2015	2,554,938	8,722,969	11,277,907
Total comprehensive income for the three months	-	621,215	621,215
Transactions with owners: 1st Interim dividend of Rs 6.00 per share relating to year ended December 31, 2015	o the	(1,532,963)	(1,532,963)
Balance at December 31, 2015	2,554,938	7,811,221	10,366,159
Balance at January 1, 2016	2,554,938	7,811,221	10,366,159
Total comprehensive income for the nine months	-	8,269,213	8,269,213
Transactions with owners: Final dividend of Rs 18.00 per share relating to the year ended December 31, 2015  1st Interim dividend of Rs 6.00 per share relating		(4,598,888)	(4,598,888)
to the year ending December 31, 2016	-	(1,532,963)	(1,532,963)
Balance at September 30, 2016	2,554,938	9,948,583	12,503,521

The annexed notes 1 to 22 form an integral part of this consolidated condensed interim financial information.

Syed Javed Igbal Managing Director & CEO

for the Nine months ended September 30, 2016

# 1. Legal status And operations

Pakistan Tobacco Company Limited (the Company) is a public listed company incorporated in Pakistan on November 18,1947 under the Companies Act, 1913 (now the Companies Ordinance, 1984) and its shares are quoted on Pakistan Stock Exchange. The Company is a subsidiary of British American Tobacco (Investments) Limited, United Kingdom, whereas its ultimate parent company is British American Tobacco p.l.c. United Kingdom. The registered office of the Company is situated at Serena Business Complex, Khayaban-e-Suherwardy, Islamabad. The Company is engaged in the manufacture and sale of cigarettes.

Phoenix (Private) Limited (PPL) is a private company incorporated on March 9, 1992 in Azad Jammu and Kashmir under the Companies Ordinance 1984. The registered office of PPL is situated at Bun Khurma, Chichian Road, Mirpur, Azad Jammu and Kashmir. The objective for which PPL has been incorporated is to operate and manage an industrial undertaking in Azad Jammu and Kashmir to deal in tobacco products. PPL has not yet commenced its commercial operations.

For the purpose of this consolidated condensed financial information, the Company and its wholly owned subsidiary PPL is referred to as the Group.

# **Basis of preparation**

This consolidated condensed interim financial information of the Group for the nine months ended September 30, 2016 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.

The consolidated condensed interim financial information should be read in conjunction with the financial statements for the year ended December 31, 2015, which have been prepared in accordance with approved accounting standards as applicable in Pakistan, Comparative consolidated condensed interim balance sheet is extracted from annual financial statements as of December 31, 2015 whereas comparative consolidated condensed interim profit and loss account, consolidated condensed interim statement of comprehensive income, consolidated condensed interim cash flow statement and consolidated condensed interim statement of changes in equity are extracted from unaudited condensed interim financial information of the Company for the half year ended September 30, 2015.

# 3. Accounting policies, critical accounting estimates and judgments

The accounting policies, significant judgments made in the application of accounting policies. key sources of estimations, the methods of computation adopted in the preparation of this consolidated condensed interim financial information are the same as those applied in the preparation of the financial statements for the year ended December 31, 2015 except for the following:

Securities and Exchange Commission of Pakistan during the period through its circular No 14 of 2016 dated 21 April 2016, has mandated the implementation of mandatory disclosure requirement for listed companies. The circular prescribes certain disclosures including bifurcation of certain balance sheet and profit and loss items between conventional and islamic mode. Accordingly the Group has presented the required disclosures in this consolidated condensed interim financial information. However there was no change in the reported figures of profit and loss or balance sheet.

Amendments and interpretations to published accounting standards effective for the financial year ending December 31, 2016 are not expected to have material impact on the Group's consolidated condensed interim financial information.

### 4. Financial risk management

The Group's financial risk management objective and policies are consistent with that disclosed in the financial statements for the year ended December 31, 2015.

Three months ended Sep 30, Sep 30, 2016 Sep 30, 2015 Sep 30, 2016 Sep	for	for the Nine months ended September 30, 2016					
Sep 30, 2016         Sep 30, 2015         Sep 30, 2016         Sep 30, 2015           5. Cost of sales         Raw materials consumed Opening stock of raw materials and work in process and expenses and expenses         7,303,246         5,876,063         11,233,495         9,802,963           Raw material purchases and expenses         8,912,417         10,728,771         14,416,017         16,791,972           Excise duty, customs duty and tobacco development cess Closing stock of raw materials and work in process         125,093         160,699         415,912         493,601           Closing stock of raw materials and work in process         (13,325,320)         (11,746,949)         (13,325,320)         (11,746,949)           Royalty         109,452         142,340         433,290         441,768           Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods: Opening stock Closing stock         652,704         359,741         2,774,042         2,161,545           Closing stock         (1,105,816)         (1,105,816)         (1,105,816)         (1,105,816)         (1,105,816)			Three m	onths ended	Nine months ended		
S. Cost of sales         Raw materials consumed Opening stock of raw materials and work in process Raw material purchases and expenses         7,303,246         5,876,063         11,233,495         9,802,963           Baw material purchases and expenses         8,912,417         10,728,771         14,416,017         16,791,972           Excise duty, customs duty and tobacco development cess         125,093         160,699         415,912         493,601           Closing stock of raw materials and work in process         (13,325,320)         (11,746,949)         (13,325,320)         (11,746,949)           Royalty         109,452         142,340         433,290         441,768           Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods: Opening stock Closing stock         652,704         (1,105,816)         15,927,853         18,517,323           Closing stock         (1,105,816)         (1,105,816)         (1,105,816)         (1,105,816)         (1,105,816)							
Raw materials consumed Opening stock of raw materials and work in process Raw material purchases and expenses 8,912,417 10,728,771 14,416,017 16,791,972 Excise duty, customs duty and tobacco development cess Closing stock of raw materials and work in process (13,325,320) (11,746,949) (13,325,320) (11,74							
Opening stock of raw materials and work in process         7,303,246         5,876,063         11,233,495         9,802,963           Raw material purchases and expenses         8,912,417         10,728,771         14,416,017         16,791,972           Excise duty, customs duty and tobacco development cess         125,093         160,699         415,912         493,601           Closing stock of raw materials and work in process         (13,325,320)         (11,746,949)         (13,325,320)         (11,746,949)           Royalty         109,452         142,340         433,290         441,768           Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods:         652,704         359,741         2,774,042         2,161,545           Closing stock         (1,105,816)         (1,812,587)         (1,105,816)         (1,105,816)         (1,105,816)	<b>5</b> .	Cost of sales					
Opening stock of raw materials and work in process         7,303,246         5,876,063         11,233,495         9,802,963           Raw material purchases and expenses         8,912,417         10,728,771         14,416,017         16,791,972           Excise duty, customs duty and tobacco development cess         125,093         160,699         415,912         493,601           Closing stock of raw materials and work in process         (13,325,320)         (11,746,949)         (13,325,320)         (11,746,949)           Royalty         109,452         142,340         433,290         441,768           Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods:         652,704         359,741         2,774,042         2,161,545           Closing stock         (1,105,816)         (1,812,587)         (1,105,816)         (1,105,816)         (1,105,816)		Raw materials consumed					
and work in process Raw material purchases and expenses Excise duty, customs duty and tobacco development cess Closing stock of raw materials and work in process  (13,325,320) (11,746,949)  Royalty Production overheads  Cost of goods manufactured Cost of finished goods: Opening stock Closing stock Closing stock  (13,325,320) (11,746,949)  (13,							
Raw material purchases and expenses			7.303.246	5.876.063	11.233.495	9.802.963	
and expenses Excise duty, customs duty and tobacco development cess Closing stock of raw materials and work in process  Royalty Production overheads  Cost of goods manufactured Cost of finished goods: Opening stock Closing sto			.,,	2,212,222	,,	-,,	
tobacco development cess Closing stock of raw materials and work in process  (13,325,320) (11,746,949) (13,325,320) (11,746,949)  3,015,436 5,018,584 12,740,104 15,341,587  Royalty 109,452 142,340 433,290 441,768 Production overheads 774,186 801,718 2,754,459 2,733,968  Cost of goods manufactured Cost of finished goods: Opening stock Closing stock Cl			8,912,417	10,728,771	14,416,017	16,791,972	
Closing stock of raw materials and work in process (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,325,320) (11,746,949) (13,740,104 (15,341,587) (13,325,320) (11,746,949) (13,325,320) (13,325		Excise duty, customs duty and					
and work in process     (13,325,320)     (11,746,949)     (13,325,320)     (11,746,949)       3,015,436     5,018,584     12,740,104     15,341,587       Royalty     109,452     142,340     433,290     441,768       Production overheads     774,186     801,718     2,754,459     2,733,968       Cost of goods manufactured Cost of finished goods:     3,899,074     5,962,642     15,927,853     18,517,323       Opening stock Closing stock     652,704 (1,105,816)     359,741 (1,812,587)     2,774,042 (1,105,816)     2,161,545 (1,812,587)		tobacco development cess	125,093	160,699	415,912	493,601	
3,015,436 5,018,584 12,740,104 15,341,587  Royalty 109,452 142,340 433,290 441,768 Production overheads 774,186 801,718 2,754,459 2,733,968  Cost of goods manufactured Cost of finished goods: Opening stock Closing stock Closing stock (1,105,816) (1,812,587)		Closing stock of raw materials					
Royalty Production overheads  T74,186  Royalty Production overheads  T74,186  Royalty Production overheads  T74,186  Royalty Production overheads  T74,186  Royalty Ro		and work in process					
Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods:         3,899,074         5,962,642         15,927,853         18,517,323           Opening stock Closing stock         652,704 (1,105,816)         359,741 (1,812,587)         2,774,042 (1,105,816)         2,161,545 (1,812,587)			3,015,436	5,018,584	12,740,104	15,341,587	
Production overheads         774,186         801,718         2,754,459         2,733,968           Cost of goods manufactured Cost of finished goods:         3,899,074         5,962,642         15,927,853         18,517,323           Opening stock Closing stock         652,704 (1,105,816)         359,741 (1,812,587)         2,774,042 (1,105,816)         2,161,545 (1,812,587)		Povolty	100 452	142 240	422 200	441 760	
Cost of goods manufactured Cost of finished goods: Opening stock Closing			,				
Cost of finished goods: Opening stock Closing stock Closing stock (1,105,816)  Cost of finished goods:  652,704 (1,105,816)  2,774,042 (1,105,816) (1,812,587)			-	-			
Closing stock (1,105,816) (1,812,587) (1,105,816) (1,812,587)		Cost of finished goods:	3,899,074	5,962,642	15,927,853		
(453,112) (1,452,846) 1,668.226 348.958		Closing stock					
(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			(453,112)	(1,452,846)	1,668,226	348,958	
<b>3,445,962 4,509,796 17,596,079 18,866,281</b>			3,445,962	4,509,796	17,596,079	18,866,281	
6. Other operating expenses	6.	Other operating expenses					
Workers' P. Participation Fund 92,006 125,427 664,373 512,226		Workers' P. Participation Fund	92.006	125 //27	664 373	512 226	
Workers' Welfare Fund 30,478 48,314 252,462 198,876							
Bank charges and fees 4,752 9,573 33,592 36,377							
Interest paid to WPPF - 4,520 892				-			
Foreign exchange loss (2,852) 21,247 - 209,394			(2,852)	21,247	-		
124,384 204,561 <u>954,947</u> 957,765		<u> </u>			954,947		
7. Other operating income	7.	Other operating income					
Income - associated companies		Income accepiated companies					
- BAT SAA for services rendered 18,198 18,688		•		_	18 109	18 688	
- Services to BAT Myanmar/				·	10,190	10,000	
BAT Bangladesh - 1,746 -			_	_	1.746		
- Services to BAT (Holdings) Ltd 4,740		S .	_	_	-	4.740	
Gain on disposal of assets (1,216) 18,731 10,167 68,699		. 0,	(1,216)	18,731	10,167		
Foreign exchange gain 3,330 - 3,330 -						,	
Miscellaneous scrap sale /							
rental income etc 585 2,961 7,391 6,545		rental income etc	585	2,961	7,391	6,545	

### **FINANCE INCOME**

"This includes profit from placement with banks in saving accounts, term deposit and treasury bills earned under interest arrangement. The interest rate ranges between 4.0% and 7.10% (Jan 01, 2015 and Sep 30, 2015: 6.25% and 8.77%) per annum and is received on maturity."

21,692

40,832

98,672

2,699

### **TAXATION**

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The applicable income tax rate was reduced from 32% to 31% during the period on account of the changes made to Income tax Ordinance, 2001 in 2016. Further, tax charge also included prior year charge of Rs 317,372 thousand in respect of super tax levied for the tax year 2016 as per Finance Act 2016.

for the Nine months ended September 30, 2016

		NOTE	September 30,2016	Rs '000 December 31, 2015
10.	Property, plant and equipment			
	Operating fixed assets	10.1	8,244,485	8,069,387
	Capital work in progress	10.1	392,841	1,140,632
			8,637,326	9,210,019
10.1	Operating fixed assets			
	Opening net book amount		8,069,387	7,651,975
	Additions during the nine months / yea	r at cost		
	Owned assets			
	Building		7,307	74,919
	Plant and machinery		859,757	602,250
	Vehicles		-	1,388
	Office and household equipment		165,553	383,884
	Furniture and fittings		12,033	13,251
			1,044,650	1,075,692
	Leased assets		444.070	400.040
	Vehicles		114,373	420,049 1,495,741
	Disposals during the nine months / yea	ır-at net book amou	1,159,023 nt	1,495,741
	Owned assets			
	Building		-	(794)
	Plant and machinery		(124,536)	(409)
	Vehicles		(54,223)	(86,771)
	Office and household equipment		-	(468)
	Furniture and fittings		_	(1,258)
			(178,759)	(89,700)
	Depreciation charge for the nine month	ns / year	(805,166)	(988,629)
	Net book amount		8,244,485	8,069,387

Total capital expenditure for the nine months amounted to Rs 312,176 thousand. Further depreciation and capital expenditure during the nine months ended September 30, 2015 amounted to Rs 724,313 thousand and Rs 817,934 thousand respectively.

# 11. Long term deposits and prepayments

These include non interest bearing deposits of Rs. 19,485 thousand (31 December 2015: Rs. 20,199 thousand).

# 12. Loans and advances

These include non interest bearing advances to employees of Rs. 1 thousand (31 December 2015: Rs. 15 thousand).

for the Nine months ended September 30, 2016

### 13. Other receivables

These include following balances due from related parties:

		Note	September 30, 2016	Rs '000 December 31, 2015
	Associated companies		33,841	49,477
	Employees retirement benefit plans		345,033	346,701
14.	Cash and bank balances			
	At banks			
	Conventional banking			
	Local currency			
	Current Account		390,449	9,180
	Deposit Account	14.1	19,414	15,142
			409,863	24,322
	Foreign currency			
	Current Account		52,769	24,806
			52,769	24,806
	Islamic banking			
	Local currency			
	Current Account		2,853	3,635
			2,853	3,635
			465,485	52,763
	Cash in hand		1,354	326
			466,839	53,089

<sup>14.1</sup> Balances with conventional banks carry mark-up ranging from 4 % to 7.10 % (December 31, 2015: 6.25 % to 8.77 %).

# 14.2 Bank balances with associated company amount to Rs. 25,351 thousand (2015:Rs.16,507 thousand).

		September 30, 2016	Rs '000 December 31, 2015
15.	Trade and other payables		
	These include following balances due to related parties:		
	Holding company Associated companies Employees retirement benefit plans	195,455 1,722,339 175,367	216,404 1,060,062 415,745

for the Nine months ended September 30, 2016

# 16. Short term running finance

Short term running finance facilities available under mark-up arrangements with banks amount to Rs 6,500 million (December 31, 2015: Rs 6,500 million), out of which the amount unavailed at the September end was Rs 6,462 million (December 31, 2015: Rs 5,280 million). These facilities are secured by hypothecation of stock-in-trade and plant & machinery amounting to Rs 7,222 million (December 31, 2015: Rs 7,222 million). The mark-up ranges between 6.42% and 6.77% (December 31, 2015: 6.71% and 10.34%) per annum and is payable quarterly. The facilities are renewable on annual basis.

# 17. Finance lease obligation

The Company has entered into ljarah arrangements with a financial institution (associated company) in respect of vehicles. Islamic Financial Accounting Standard (IFAS) No.2 "liarah" was notified by SECP vide S.R.O 431 (I) /2007 on 22 May 2007. This said IFAS require Ijrah payments under such arrangements to be recognised as an expense over the Ijarah terms. The Company intends to acquire such assets at the end of the lease term and has consequently recorded such arrangement under International Accounting Standard - 17 "Leases".

		September 30, 2016	Rs '000 December 31, 2015
18.	Contingencies and commitments		
18.1	Contingencies Claims and guarantees (i) Claims against the Company not acknowledged as debt  (ii) Guarantees issued by banks on behalf of the Company	131,800 231,451	131,800 233,152
18.2	Commitments (i) Capital expenditure	358,124	-
	(ii) Letters of credit outstanding	693,296	444,070

### 19. Post balance sheet event

The Board of Directors in their meeting held on October 19, 2016 has declared the second interim dividend of Rs. 8 per share (2015: Rs nil). This interim dividend of Rs 2,043,950 thousand (2015: Rs nil) will be recorded as liability in the financial statements for the next quarter as required by the International Accounting Standard 10" Events after the Balance Sheet Date".

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for the Nine months ended September 30, 2016

# 20. Transactions with related parties

	Rs '000			
	Three mo	nths ended	Nine m	onths ended
	Sep 30,	Sep 30,	Sep 30,	Sep 30,
	2016	2015	2016	2015
Purchase of goods and services				
Holding company	151,403	171,918	472,874	511,376
Associated companies	311,212	420,807	1,009,316	937,443
Sale of goods and services				
Holding company	14,218	-	46,549	4,540
Associated companies	119,740	50,833	372,306	74,288
Royalty charge				
Holding company	109,452	142,340	433,290	441,768
<u> </u>				
Employees retirement benefit				
plans - Expense				
Staff pension fund	10,457	15,618	31,411	33,109
Staff defined contribution	,	,	- 1,	55,155
pension fund	17,660	14,434	51,241	42,561
Employees' gratuity fund	29,145	39,545	87,548	85,155
Management provident fund	16,259	16,054	50,267	47,963
Employees' provident fund	4,730	4,666	14,248	14,038
Employees provident fand	4,700	4,000	14,240	14,000
Remuneration of key				
management personnel	234,723	223,555	679,357	550,286
management personner	204,720	220,000	070,007	330,200

ffor the Nine months ended September 30, 2016

21. Fair value of financial instruments

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy for financial instruments measured at fair value if the carrying amount is a reasonable approximation of fair value.	nd fair values of financial assets ancial assets and financial liabili	and financial liabilit ties not measured a	ies, including their lev tfair value if the carry	rels in the fair value ing amount is a rea	e hierarchy for sonable appro	financial instrume sximation of fair va	ents measured at alue.
		Carryir	Carrying amount			Fair	Rs '000 Fair value
September 30, 2016	Note Held - for- Loans and	eld - for- Loans and	Other	Total	Level 1	Level 2	Total
Financial assets not measured at fair value	יוומרמוורא	i dedivabilda	IIIIaiiciai				
Non - current asset Long term deposit		25.485	llabilities	25.485			25.485
Current assets							
Trade debts	•	3,395		3,395			3,395
Other receivables	13	480,752	,	480,752			480,752
Short term investments	5,284,365			5,284,365			5,284,365
Bank balances	•	466,839		466,839			466,839
	100000000000000000000000000000000000000						

	5,284,365	976,471		6,260,836	
Financial liabilities not measured at fair value					
Current nability Trade and other payables	,	,	14,115,266	14,115,266	14,115,266
Markup accrued	,		4,078	4,078	4,078
Short term borrowings	,		37,569	37,569	37,569
Finance lease obligation			504,326	504,326	504,326
			14,661,239	14,661,239	

December 31, 2015				
Financial assets not measured at fair value				
Non - current asset Long term deposit		26,199	26,199	26,199
Current assets				
Trade debts		906	906	906
Other receivables	13	426,601	426,601	426,601
Bank balances		53,089	53,089	53,089
		506,795	506,795	
Financial liabilities not measured at fair value				

			506,795		506,795	
Financial liabilities not measured at fair value						
Current liability						
Trade and other payables	15	,		10,417,067	10,417,067	10,417,0
Markup accrued				11,807	11,807	11,8
Short term borrowings				1,219,501	1,219,501	1,219,5
Finance lease obligation				569,488	569,488	2695
				12,217,863	12,217,863	

,067 ,807 ,501 ,488

# 22. Date of authorization for issue

This consolidated condensed interim financial information has been authorised for issue by the Board of Directors of the Group on 19th October, 2016.

Managing Director & CEO Syed Javed Iqbal

Director Finance & IT Mak Wael Sabra

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