POSTAL ADDRESS P.O. Box No. 4962, Karachi-74000 sanofi-aventis Pakistan limited Plot No. 23, Sector 22, Korangi Industrial Area, Karachi-74900 If undelivered please return to: sanofi-aventis Pakistan limited

CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE FIRST QUARTER ENDED 31 MARCH, 2016

(UN-AUDITED)





2	Company Information
3	Directors' Report to the Shareholders
4	Condensed Interim Balance Sheet
5	Condensed Interim Profit & Loss Account
6	Condensed Interim Statement of Comprehensive Income
7	Condensed Interim Cash Flow Statement
8	Condensed Interim Statement of Changes in Equity
9	Notes to the Condensed Interim Financial Statements



Board of Directors

Syed Babar Ali Dr. Asim Jamal Arshad Ali Gohar Syed Hyder Ali Patrick Aghanian Franck Vidor Patrick Chocat Yasser Pirmuhammad Javed Iqbal

Company Secretary

Saad Usman

Auditors

Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants

Legal Advisors

Hashmi & Hashmi Ghani Law Associates Saadat Yar Khan & Co.

Registrars & Share Transfer Office

FAMCO Associates (Pvt.) Ltd. 8-F, Next to Hotel Faran, Nursery, Block-6, P.E.C.H.S. Sharah-e-Faisal, Karachi - 74000. Tel. No: +92 21 34380101-5 Fax No: +92 21 34380106

Contact

Tel: +92 21 35060221-35 contact.pk@sanofi.com

URL: www.famco.com.pk

Chairman

Chief Executive Officer

Chief Financial Officer

URL

www.sanofi.com.pk www.sanofidiabetes.com.pk

Bankers

Bank of Tokyo-Mitsubishi UFJ, Limited.
Citibank, N.A.
Deutsche Bank AG.
Habib Bank Limited.
MCB Bank Limited.
National Bank of Pakistan.
Standard Chartered Bank (Pakistan)
Limited.
Industrial & Commercial Bank of China
Limited.

Registered Office

Plot 23, Sector 22, Korangi Industrial Area, Karachi - 74900

Postal Address

P.O. Box No. 4962, Karachi - 74000



The Board of Directors of sanofi-aventis Pakistan limited is pleased to present the un-audited interim condensed financial statements of your Company, for the 1st quarter ended March 31, 2016. These financial statements have been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 - "Interim Financial Reporting" and the provisions of and the directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provision of directives issued under the Companies Ordinance, 1984 have been followed.

We are pleased to inform that the net sales of the Company for the first quarter ended March 31, 2016, increased by 18.1% over comparative prior period reaching Rs. 2,650 million (2015: Rs. 2,244 million). The net sales of pharmaceutical business during the quarter grew by an impressive 26.5% to reach Rs. 2,547 million. Vaccines division's sales at Rs. 60 million however recorded a 49.1% decline over the comparative prior period mainly due to supply constraints in Verorab®, Trimovax® and Pentaxim®. Export of pharmaceutical products to Afghanistan also continued, though there was a decrease in Q1 compared to the corresponding period last year.

The Company managed to improve its gross margin as a percentage of net sales to 33.1% for the quarter ended March 31, 2016 from 31.6% during the comparative prior period. This improvement is mainly driven by better product mix, improved controls on GTN and other similar initiatives taken by the company.

Distribution and marketing expenses for the quarter increased by 9.7% over the comparative prior period while the administrative expenses increased by 22.6%. The expenses increased due to higher freight costs, sales promotional expenses as well as travelling partly offset by savings in personnel costs.

Other operating cost for the quarter increased by 194.4% over the comparative prior period mainly due to net exchange loss amounting to Rs. 43.5 million (2015: net exchange gain of Rs. 154 million included in 'Other Income') on account of depreciation of PKR versus Euro and USD. Owing to strict monitoring of working capital requirements and consequent reduction in borrowing levels, the Company managed to reduce its financing costs during the quarter by 42.6% over the comparative period.

Profit before and after taxes for the quarter ended March 31, 2016 decreased by Rs. 52 million (25.5%) and Rs. 108 million (81.7%) respectively over the comparative prior period because of the reasons explained above.

The Company devotes utmost importance to cash flow management and regularly monitors its day to day working capital and other financing requirements. During the three months the Company spent Rs. 42.3 million on account of capital expenditure.

The Company expects that the growth of the pharmaceutical business during the year shall be aligned with the market growth of MNC's barring major unforeseen adverse events. The Company is also closely monitoring the legal and business implications of the cases against the Drug Regulatory Authority with respect to the pricing issues and will take necessary measures to ensure that appropriate representations are made to the concerned authorities in support of a pricing policy acceptable to the industry.

On behalf of the Board of Directors, we would like to acknowledge the hard work put in by the employees of the Company.

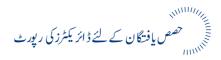
By order of the Board

Syed Babar Ali Chairman Dr. Asim Jamal Chief Executive Officer & Managing Director

Sin Dama

Karachi: April 22, 2016.





سنونی ایؤش کابور ڈا ف ڈائر کیٹرزآ پ کی کمپنی کے، 31 مار چ، 2016ء کوختم ہونے والی پہلی سہ ماہی کے غیرآ ڈٹ شدہ عبوری مختصر مالیا تی کھاتوں کو چیش کرنے میں مسرت مجسوس کرتا ہے۔ یہ مالیاتی کھاتے بین الاقوامی اکاؤ مٹنگ اسٹینڈرڈ (IAS عبوری مالیاتی رپورٹنگ کے نقاضوں اور کمپنی آر ڈ نیس مجریہ، 1984ء کے ضابطوں کے مطابق تیار کیے گئے ہیں ۔ایی صورتحال میں جہاں تا نونی نقاضوں میں باہمی اختلاف پا باجاتا ہے وہاں کمپنی آر ڈ نیس مجریہ 1984 کے تحت جاری ضابطوں پڑس کیا گیاہے۔

ہم مسرت ہے آپ کو مطلع کرتے ہیں کہ کپنی کی خالص فروخت میں 31 مارچ 2016ء کو ختم ہونے والی پہلی سدما ہی میں گذشتہ سال کی اس سدما ہی میں گذشتہ سال کی اس سدما ہی ہوگئی ہے (2015ء کو پہلی سدما ہی میں اس سدما ہی ہوگئی ہے (2015ء کی پہلی سدما ہی میں اس سدما ہی کے دوران 26.5 فیصد کا متاثر کن اضافہ ہوا ہو برخر 25.4 کے ملین رو بے ہوگئی ۔ ویکسین ڈویژن کی کیلز 60 ملین رو بے رہیں ۔ اس شجعہ میں گذشتہ سال کی سدما ہی کے مقابلے میں برخی کی دوران 26.5 فیصد کا متاثر کن اضافہ ہوا ہو میں میں گذشتہ سال کی سدما ہی کے مقابلے میں اس سدما ہی کے مقابلے میں اس کے مقابلے میں اس کی سدما ہی کے مقابلے میں اور کا وہلین تقیس ۔ انفانستان کو فارما سید پیکن آنے والی رکا وہلین تقیس ۔ انفانستان کو فارما سید پیکن ہیں ہے ایک مقابلے میں کی وہلی ہوئی ہے ۔

کمپنی نے 311 مارچ 2016ء کوختم ہونے والی کپلی سہا ہی کے دوران اپنے جموعی منافع کوخالص سیلز کی 2015 کی شرح 31.6 فیصد سے بہتر بنا کر 2016 میں 33.1 فیصد تک پہنچاد یا ہے۔ یہ بہتری بنیا دی طور پر کپنی کی جانب سے بہتر پروڈ کٹ مکس ، جی ٹی این پر مؤثر کنٹرول اوراس طرح کے دیگر اقدامات کے باعث ممکن ہوئی ہے۔

ڈسٹر بیوشن اور مارکیٹنگ افزا جات میں پیچھلے سال کی پہلی سدما ہی کے مقابلے میں 9.7 فیصد کا اضافہ ہوا جبکہ اس حوالے سے انتظامی افزا جات میں ہونے والا اضافہ 22.6 فیصد تھا۔ افزاجات میں اضافہ کی وجہ مال براور کی کی لاگت میں اضافیہ سیلز اور پروموشنل افزاجات اور سفری افزاجات تھے جسے ذاتی افزاجات کی مدمیں بچیت کے ذریعے جزوی طور پرکم کیا گیا۔

اس مال کی پہلی سما ہی میں دیگر آپریٹنگ لاگت میں گزشتہ سال کی پہلی سما ہی کے مقابلے میں 4.40 فیصداضا فد ہواجگی وجہ شرح تبادلہ کی مد میں ہونے والا 43.5 ملین روپے کا خالص نقصان ہے۔ (2015ء میں خالص تباد لے کامنافی 154ملین روپے تھا جو دیگر آمدنی میں شامل تھا) بہ یہ نقصان اس سماہی کے دوران پاکتانی روپے کی بیرواورامر کی ڈالر کے مقابلے میں قدر کی کی کے باعث اٹھانا پڑا۔ کا روباری سرمایی(ورکنگ کیپٹل) کے نقاضوں کی کڑی گرانی اوراس کے نتیجے میں قرض لینے کی سطوں میں کی کی وجہ کے پہنی اس سماہی کے دوران این مالیاتی لاگتوں کو مواز نے والی مدت کے مقابلے میں 42.6 فیصد کم کرنے میں کامیاب ہوئی ہے۔

31 مارچ 2016ء کوختم ہونے والی سہا ہی میں قبل از نگیس اور بعدا زئیس منافع کی شرح میں ندکورہ بالا وجوہ کے باعث گذشتہ سال کی اس سہاہی کے مقابلے میں علی التر تیب 52 ملین روپے (% 5.5)اور 108 ملین روپے (% 81.7) کی کی ہوئی۔

کمپنی مالیاتی امور کے انتظام کوانبتائی ابمیت دیتی ہے اور اپنے روز مرہ کے در کلگ کمپیٹل اور دیگر مالیاتی تقاضوں کی باقا کدہ نگرانی کرتی ہے۔ ان تین مہینوں کے دوران اٹاثو اس کی خریدار کی مدمیں کمپنی کی جانب سے 42.3 ملین روپے خرچ کیے گئے۔

مو جودہ سال کے دوران کوئی نادید و منفی واقعات رونمانہ ہونے کی صورت میں بھپنی توقع کرتی ہے کہ اس کے فارما سیوٹیکل بزنس کی مشرح نمودہ میں گئیں انداز کی سیوٹی کے سیوٹی برنس کی مشرح نمور کی سینی میں میں میں میں میں میں میں میں کاروباری مشمرات کی گئر میں کہ روباری مشمرات کی گئر میں کہ روباری مشمرات کی گئر میں کہ دوباری میں میں میں کویٹی نمانیا کی گئی بنانے کے کئے مشروری اقدامات کرے گی ۔ کویٹی نمانے کے کئے ضروری اقدامات کرے گی ۔

ہم بورڈ آف ڈائر مکٹرز کی جانب ہے کمپنی کے لئے ملاز مین کی طرف ہے کی گئی تخت محنت کا اعتراف کرتے ہیں۔

بورڈ آف ڈائر یکٹرز کی جانب سے

Syed Babar Ali Chairman

Dr. Asim Jamal
Chief Executive Officer &
Managing Director

Bin Damal



My As at March 31, 2016		
Note	March 31, 2016	December 31, 2015
	Rupees (Un-audited)	s in `000 (Audited)
ASSETS		
NON-CURRENT ASSETS		
Fixed assets Property, plant and equipment Intangible asset Long-term loans Long-term deposits	1,970,723 1,298 1,972,021 6,262 12,695	2,013,546 1,467 2,015,013 6,738 12,816
Long-term deposits	12,095	12,010
CURRENT ASSETS Stores and spares Stock-in-trade Trade debts Loans and advances Trade deposits and short-term prepayments Other receivables Taxation - payment less provision Cash and banks balances	53,069 2,889,353 939,815 66,002 139,947 37,772 1,133,381 46,463 5,305,802	54,710 2,851,317 1,002,472 118,239 211,803 43,636 1,064,942 25,484 5,372,603
TOTAL ASSETS	7,296,780	7,407,170
EQUITY AND LIABILITIES		
SHARE CAPITAL AND RESERVES Share capital Authorized 10,000,000 Ordinary shares of Rs. 10 each	100,000	100,000
Issued, subscribed and paid-up	96,448	96,448
	30,440	50,440
Reserves Capital reserves Revenue reserves	210,441 2,130,927 2,341,368 2,437,816	206,753 2,106,825 2,313,578 2,410,026
NON-CURRENT LIABILITIES Long term financing Deferred taxation	500,000 126,759 626,759	500,000 98,015 598,015
CURRENT LIABILITIES Trade and other payables Accrued mark-up Short term borrowings-secured Running finances utilized under mark-up arrangements - secured Current maturity of long-term financing	2,242,209 34,590 1,350,000 105,406 500,000 4,232,205	2,002,832 43,422 1,800,000 52,875 500,000 4,399,129
CONTINUENCIES AND COMMITMENTS	4,858,964	4,997,144
CONTINGENCIES AND COMMITMENTS		
TOTAL EQUITY AND LIABILITIES	7,296,780	7,407,170

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

Syed Babar Ali Chairman Dr. Asim Jamal Chief Executive Officer & Managing Director

Condensed Interim Profit and Loss Account For the first quarter ended March 31, 2016 (Un-audited)

	March 31, 2016	March, 31 2015	
	Rupees i	n `000	
NET SALES	2,650,499	2,244,276	
COST OF SALES	(1,773,374)	(1,535,517)	
GROSS PROFIT	877,125	708,759	
Distribution and marketing costs Administrative expenses Other expenses Other income	(546,667) (69,855) (64,967) 7,866 (673,623)	(498,542) (56,961) (22,070) 162,548 (415,025)	
OPERATING PROFIT	203,502	293,734	
FINANCE COSTS	(51,530)	(89,719)	
PROFIT BEFORE TAXATION	151,972	204,015	
Taxation - Current - Deferred	(99,125) (28,745) (127,870)	(71,413) (632) (72,045)	
NET PROFIT FOR THE PERIOD	24,102	131,970	
EARNINGS PER SHARE - basic and diluted (Rupees)	2.50	13.68	

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

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer & Managing Director



	March 31, 2016	March, 31 2015	
	Rupees ir	າ `000	
Profit after taxation	24,102	131,970	
Other comprehensive income / (loss) for the period	-	-	
Total comprehensive income for the period	24,102	131,970	

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

Syed Babar Ali Chairman Dr. Asim Jamal

Dr. Asim Jamal Chief Executive Officer & Managing Director



Note	March 31, 2016 Rupees ir	March 31, 2015 1 `000
CASH FLOWS FROM OPERATING ACTIVITES		
Cash generated from operations 6 Finance costs paid Income tax paid Long-Term Deposits Retirement benefits paid	696,549 (60,362) (167,565) 121 (11,640)	(155,262) (77,718) (110,932) - (14,101)
Long-term loans and advances (net) Net Cash (used in) / generated from	476	511
operating activities	457,579	(357,502)
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditure	(42,377)	(61,159)
Sale proceeds from disposal of operating fixed assets Interest received	3,234 12	1,623
Net cash used in investing activities	(39,131)	(59,536)
CASH FLOWS FROM FINANCING ACTIVITIES		
Short-term borrowings paid Dividends paid	(450,000)	(17)
	(450,000)	(17)
NET (DECREASE) / INCREASE IN CASH AND CASH EQUIVALENTS	(31,522)	(417,055)
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD	(27,391)	(2,139,587)
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD 7	(58,943)	(2,556,642)

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

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer & Managing Director

Condensed Interim Statement of Changes in Equity For the first quarter ended Marchr 31, 2016 (Un-audited)

		Capital Reserves			Revenue I		
	Issued, subscribed and paid-up share capital	Long term liabilities forgone	Difference of share capital under scheme of arrangement for amalgamation	Other ees in `000	General reserve	Unapprop- riated profit	_Total_
Balance as at January 1, 2015	96,448	5,935	18,000	165,047	1,735,538	371,179	2,392,147
Employee benefits cost under IFRS - 2 "Share based payment"	-	-	-	4,370	-	-	4,370
Transfer to general reserve	-	-	=	-	200,000	(2,00,000)	-
Net profit for the period	-	-	-	-	-	131,970	131,970
Other comprehensive income for the period	-	_		-	_	-	-
Total comprehensive income for the period	-	-	-	-	-	131,970	131,970
Balance as at March 31, 2015	96,448	5,935	18,000	169,417	1,935,538	303,149	2,528,487
Balance as at January 1, 2016	96,448	5,935	18,000	182,818	1,935,538	171,287	2,410,026
Employee benefit cost under IFRS 2 - "Share based Payment"	-	-	-	3,688	-	-	3,688
Transfer to general reserve		-	<u>-</u>		100,000	(100,000)	
Net profit for the period	-	-	-	-	-	24,102	24,102
Other comprehensive income for the period	_	_	_	_	_	-	_
Total comprehensive income for the period	-	-	-	-	-	24,102	24,102
Balance as at March 31, 2016	96,448	5,935	18,000	186,506	2,035,538	95,389	2,437,816

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

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer & Managing Director





THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan in 1967 under the Companies Act, VII of 1913 (now the Companies Ordinance, 1984), as a Public Limited Company. The shares of the Company are listed on Pakistan Stock Exchanges (formerly Karachi, Lahore and Islamabad Stock Exchange). It is engaged in the manufacturing and selling of pharmaceutical and consumer products.

The registered office of the Company is located at Plot 23, Sector 22, Korangi Industrial Area, Karachi,

STATEMENT OF COMPLIANCE

These condensed interim financial statements of the Company for the first quarter ended March 31, 2016 have been prepared in accordance with the requirements of the International Accounting Standard (IAS) – 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. These are required to be presented to the shareholders under section 245 of the Companies Ordinance,

These condensed interim financial statements are unaudited and do not include all the information and disclosures as required in the annual financial statements and should be read in conjunction with the Company's annual financial statements for the year ended December 31, 2015.

ACCOUNTING POLICIES

SIGNIFICANT ACCOUNTING POLICIES

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

March 31,	December 31,
2016	2015
Rupees i	n `000
(Un-audited)	(Audited)
1 770 617	1 942 400

Dienocale

PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets	4.1	1,772,617	1,842,490
Capital work-in-progress		198,106	171,056
		1,970,723	2,013,546

4.1 Operating fixed assets

Following were the additions and disposals and write-off of operating fixed assets during the current period:

		Dispo	sais
	Additions	Cost Rupees in `000.	Accumulated Depreciation
Plant and machinery Factory and office equipment Motor vehicles - owned	351 9,139 5,837	5,807 8,379	5,805 4,613
	15,327	14,186	10,418

CONTINGENCIES AND COMMITMENTS

Contingencies

- 5.1 Claims not acknowledged as debt amounted to Rs. 6.200 (December 31, 2015:Rs. 6.200) million at the end of the current period.
- 5.2 There is no change in the status of contigencies, as set out in note 20.1 to the annual financial statements of the Company for the year ended December 31, 2015.



- 5.3 Commitments in respect of capital expenditure contracted for amounted to Rs. 46.845 (December 31, 2015:Rs. 55.738) millon at the end of the first quarter.
- 5.4 Post dated cheques aggregating to Rs. 21.092 (December 31, 2015: Rs. 20.613) million at the end of the current period have been given to Collector of Customs in respect of exemption of levies on import of machine accessories.

		March 31, 2016	December 31, 2015
		Rupees in (Un-audited)	n `000 (Audited)
	5.5 Outstanding letters of credit	56,778	34,247
	5.6 Outstanding bank contracts	162,472	230,123
		March 31, 2016	March 31, 2015
	Note	Rupee	es in `000
6.	CASH GENERATED FROM OPERATIONS		
	Profit before taxation	151,972	204,015
	Adjustment for non-cash charges and other items: Depreciation / amortization	81,601	75.775
	Loss / (gain) on disposal of operating fixed asset Fixed assets written off		(1,305) 1,243
	Expenses arising from equity settled share based payment plans	3,688	4,370
	Retirement benefits Interest income	17,461 (12)	14,101
	Finance costs	51,530	89,719
	Working capital changes 6.1	389,775	(543,180)
		696,549	(155,262)
	6.1 Working capital changes		
	Decrease / (Increase) in current assets:		
	Stores and spares Stock-in-trade Trade debts Short-term loans and advances Trade deposits and short-term prepayments Other receivables - net	1,641 (38,036) 62,657 52,237 71,856 5,864 156,219	494 (305,605) (241,419) (16,727) 6,953 133,084 (423,220)
	Increase / (Decrease) in current liabilities:		
	Trade and other payables - net (excluding unclaimed dividend)	233,556	(119,960)
		389,775	(543,180)
7.	CASH AND CASH EQUIVALENTS Cash and cash equivalents comprise of the following items:		
	Cash and bank balances	46,463	26,239
	Running finance utilized under mark-up arrangements	(105,406)	(2,582,881)
	-	(58,943)	(2,556,642)



8. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise of associated undertakings, employees' provident fund, employees' gratuity fund, employees' pension fund, directors and key management personnel of the Company. The Company in the normal course of business carries out transactions with various related parties.

There are no transactions with key management personnel other than under the terms of employment.

Details of transactions with related parties during the period are as follows:

			Marc	th 31, 2016	6			Marc	h 31, 2015	5	
			Associated undertaking by virtue of common directorship Ru	Retirement benefits plans	ment personnel			Associated undertaking by virtue of common directorship Ru	Retirement benefits plans pess in '000	ment personnel	Total
i)	Gross Sales	1,441	-	-	-	1,441	2,722	-	•	-	2,722
ii)	Purchase of goods	826,696	-	-	•	826,696	936,197	-	-		936,197
iii)	Purchase of services		9,267	-	-	9,267		8,061			8,061
iv)	Contribution paid - Provident fund - Gratuity fund - Pension fund	-	:	11,707 6,545 5,095	:	11,707 6,545 5,095	j -	:	10,863 8,474 5,628	:	10,863 8,474 5,628
v)	Remuneration of key management personn	nel -	_		44,786	44,786) -	-	-	45,021	45,021

Further, the impact of benefits to the Chief Executive Officer and others recognized by the Company in the expenses during the period on account of share-based payment plans aggregated to Rs. 0.993 (March 31, 2015: Rs. 0.404) million and Rs. 2.695 (March 31, 2015: Rs. 3.966) million, respectively.

9. DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial statements were authorized for issue on April 22, 2016 by the Board of Directors of the Company.

10. GENERAL

Figures presented in these condensed interim financial statements have been rounded off to the nearest thousand rupees, unless otherwise stated,

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer & Managing Director