



## Abbott Pakistan

Un-Audited Financial Statements for the  
First Quarter Ended March 31, 2018





## CORPORATE INFORMATION

### BOARD OF DIRECTORS

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

### AUDIT COMMITTEE

Ehsan Ali Malik (Chairman)  
 Shamim Ahmad Khan  
 Kamran Y. Mirza

### HUMAN RESOURCE AND REMUNERATION COMMITTEE

Zehra Naqvi (Chairman)  
 Munir A. Shaikh  
 Syed Anis Ahmed  
 Shamim Ahmad Khan  
 Kamran Y. Mirza

### SHARE TRANSFER COMMITTEE

Syed Anis Ahmed (Chairman)  
 Kamran Y. Mirza  
 Seema Khan

### BANKING COMMITTEE

Zehra Naqvi (Chairman)  
 Syed Anis Ahmed  
 Seema Khan

### CHIEF FINANCIAL OFFICER

Jamshed Azhar

### COMPANY SECRETARY

Malik Saadatullah

### CHIEF INTERNAL AUDITOR

Fahad Rehman

### AUDITORS

EY Ford Rhodes  
 (a member firm of Ernst & Young)  
 Chartered Accountants

### LEGAL ADVISORS

Orr, Dignam & Co.  
 Surridge & Beecheno

### BANKERS

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

### SHARE REGISTRAR

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

### REGISTERED OFFICE

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

### CITY OFFICE

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

### WEBSITE

[www.pk.abbott](http://www.pk.abbott)

### SENIOR MANAGEMENT TEAM

Syed Anis Ahmed  
*(Chief Executive Officer)*  
 Jamshed Azhar  
*(Chief Financial Officer)*  
 Rana A. Latif  
*(Director Operations)*  
 Asim Shafiq  
*(General Manager, Abbott Nutrition International Pakistan)*  
 Habib Ahmed  
*(Country Manager, Abbott Diagnostics Division Pakistan)*  
 Dr. Shaikh Adnan Lateef  
*(Head of Abbott Diabetes Care Pakistan)*  
 Asghar Huda  
*(Director Human Resource)*  
 Malik Saadatullah  
*(Director Finance - EPD Operations & Company Secretary)*  
 Abdul Wahab Godil  
*(Director Finance - EPD Commercial)*  
 Ruby Saeed Shaikh  
*(Director Quality Assurance)*  
 Dr. Suleman Alvi  
*(Director Marketing)*  
 Seema Khan  
*(Director Regulatory Affairs)*  
 Dr. Raef Ahmed  
*(Director Medical Affairs)*  
 Zahid Hussain  
*(Director Supply Chain)*  
 Syed Muhammad Fahim  
*(Assistant Director Engineering)*  
 Jamal Nasir  
*(Director Sales)*  
 Ahmed Ashraf  
*(Director Commercial Excellence)*  
 Syed Javed Akhter Bukhari  
*(Director Distribution)*  
 Syed Nasir  
*(Director MIS)*

---

## DIRECTORS' REPORT

The Directors have pleasure in presenting their Report with the accounts of the Company for the first quarter ended March 31<sup>st</sup>, 2018.

### FINANCIAL RESULTS

Sales for the quarter increased by 17% compared to the same period last year due to strong performances across all business divisions. Pharmaceutical sales increased by 17%, Nutritional by 16%, while Others by 21%. Gross profit to sales ratio decreased from 37% to 36% compared to same quarter last year mainly due to increase in cost of certain APIs coupled with devaluation of the Pakistan Rupee. Selling and distribution expenses increased by 35% mainly due to increased promotional thrust behind leadership brands.

### FUTURE OUTLOOK

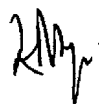
We continue to believe that Pakistan's Pharmaceutical industry has a great potential for contributing to the economy, not only by paying taxes, generating employment, earning foreign exchange but also by developing skills of people employed in the industry.

The Company continues to face challenges of rapid escalation in costs owing to inflation and devaluation of the Pakistan Rupee. In the absence of corresponding price adjustments, efforts are being made to offset increase in manufacturing and operating costs through better productivity, cost containment and process simplification.

The Drug Regulatory Authority plays a significant role in the development of the Pharmaceutical industry. We hope that the Authority would ensure expeditious resolution of various long outstanding issues including systematic and predictable pricing mechanism.



CHIEF EXECUTIVE



DIRECTOR

Karachi: April 23<sup>rd</sup>, 2018

## ڈائریکٹران کی رپورٹ

ڈائریکٹرز 31 مارچ 2018ء کو ختم ہونے والی پہلی سہ ماہی کی اپنی رپورٹ ہمراہ کمپنی حسابات پیش کرتے ہوئے مسرت محسوس کرتے ہیں۔

### مالی نتائج

سہ ماہی کے دوران تمام بزنس ڈویژنوں کی مستحکم کارکردگی کے سبب سیلز گذشتہ سال کی اسی مدت کے مقابلے میں 17 فیصد بڑھی۔ فارماسیٹیکل کی سیلز 17 فیصد اور نیوٹریشنل کی سیلز 16 فیصد بڑھی جبکہ دیگر مصنوعات کی سیلز میں 21 فیصد اضافہ ہوا۔ خام منافع (Gross profit) اور سیلز کا باہمی تناسب گذشتہ سال کی اسی سہ ماہی کے 37 فیصد کے مقابلے میں کم ہو کر 36 فیصد ہو گیا جس کا سبب بعض اے پی آئیز (APIs) کی لاگت میں اضافہ اور پاکستانی روپے کی قدر میں کمی ہے۔ فروخت اور تقسیم کے اخراجات میں 35 فیصد اضافہ ہوا جس کی وجہ اہم برانڈز کی تشہیری سرگرمیاں بڑھنا ہے۔

### مستقبل میں امکانات

ہم اس بات پر یقین رکھتے ہیں کہ پاکستان کی فارماسیٹیکل صنعت ملکی معیشت میں اپنا حصہ ڈالنے کی زبردست صلاحیت رکھتی ہے، اور یہ حصہ نہ صرف ٹیکس کی ادائیگی، ملازمتوں کی فراہمی، زرمبادلہ کے حصول کی صورت میں بلکہ صنعت میں کام کرنے والے افراد کی استعداد بڑھا کر بھی یہ کردار ادا کیا جاتا ہے۔

کمپنی کو مہنگائی اور پاکستانی روپے کی قدر میں کمی کی بنا پر لاگتوں میں تیزی سے اضافے کی مشکلات کا بدستور سامنا ہے۔ قیمت کی متعلقہ ایڈجسٹمنٹ کا طریقہ کار موجود نہ ہونے کے باعث اس بات کی کوشش کی جا رہی ہے کہ بڑھتی ہوئی پیداواری اور آپریٹنگ لاگت کا ازالہ کرنے کے لئے بہتر پیداواریت، لاگت کم رکھنے اور پراسیس کو سادہ بنانے کے طریقے استعمال کئے جا رہے ہیں۔

فارماسیٹیکل صنعت کی ترقی میں ڈرگ ریگولیٹری اتھارٹی ایک نمایاں کردار ادا کرتی ہے۔ ہمیں امید ہے کہ اتھارٹی طویل عرصے سے حل طلب متعدد مسائل کا تیزی سے حل یقینی بنائے گی، جس میں قیمت بندی کا طے شدہ نظام (systematic) اور قابل بھروسہ طریقہ کار شامل ہے۔



ڈائریکٹر



چیف ایگزیکٹو

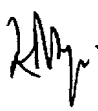
کراچی: 23 اپریل 2018ء

**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION**

As at March 31, 2018

	Note	UNAUDITED MARCH 31, 2018 ----- (Rupees '000) -----	AUDITED DECEMBER 31, 2017
<b>Non-Current Assets</b>			
Fixed Assets			
- Property, plant and equipment	3	5,483,923	5,419,054
- Intangible assets		9,250	10,650
		5,493,173	5,429,704
Long-term loans and advances		50,014	50,988
Long-term deposits		7,513	7,513
Long-term prepayments		3,700	4,117
		61,227	62,618
<b>Total Non-Current Assets</b>		<b>5,554,400</b>	<b>5,492,322</b>
<b>Current Assets</b>			
Stores and spares		149,405	129,521
Stock-in-trade		4,189,360	3,475,745
Trade debts		1,114,454	914,972
Loans and advances		265,982	159,591
Trade deposits and short-term prepayments		503,475	326,296
Interest accrued		11,847	12,495
Other receivables		90,318	149,206
Taxation - net		116,599	4,390
Cash and bank balances		8,916,307	8,571,721
		15,357,747	13,743,937
<b>Current Liabilities</b>			
Trade and other payables		5,704,962	4,649,277
Dividends		2,937,009	-
		8,641,971	4,649,277
<b>Net Current Assets</b>		<b>6,715,776</b>	<b>9,094,660</b>
<b>Total Assets Less Current Liabilities</b>		<b>12,270,176</b>	<b>14,586,982</b>
<b>Non-Current Liability</b>			
Deferred taxation		213,886	231,147
<b>Contingencies and Commitments</b>			
<b>NET ASSETS</b>	4	<b>12,056,290</b>	<b>14,355,835</b>
<b>FINANCED BY:</b>			
<b>Share Capital and Reserves</b>			
Authorised capital 200,000,000 ordinary shares of Rs.10 each		2,000,000	2,000,000
Issued, subscribed and paid-up capital	5	979,003	979,003
Reserves - capital		476,993	459,761
- revenue		10,600,294	12,917,071
<b>SHAREHOLDERS' EQUITY</b>		<b>12,056,290</b>	<b>14,355,835</b>

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.


SYED ANIS AHMED  
CHIEF EXECUTIVE

ZEHRA NAQVI  
DIRECTOR

JAMSHED AZHAR  
CHIEF FINANCIAL OFFICER

**CONDENSED INTERIM STATEMENT OF PROFIT AND LOSS****(Unaudited)**

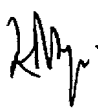
For the Three Months Ended March 31, 2018

	Jan - Mar 2018	Jan - Mar 2017
	----- (Rupees '000) -----	
<b>Sales - net</b>		
Domestic	5,983,602	5,127,078
Export	<u>348,922</u>	<u>267,520</u>
	6,332,524	5,394,598
Cost of sales	<u>4,048,114</u>	<u>3,397,558</u>
<b>Gross profit</b>	2,284,410	1,997,040
Selling and distribution expenses	1,233,696	916,883
Administrative expenses	128,342	100,567
Other charges	135,764	141,365
Other income	118,651	114,022
	<u>1,379,151</u>	<u>1,044,793</u>
	905,259	952,247
Finance costs	<u>3,323</u>	<u>2,131</u>
<b>Profit before taxation</b>	901,936	950,116
Taxation		
- current	298,965	264,922
- deferred	<u>(17,261)</u>	<u>(19,569)</u>
	281,704	245,353
<b>Profit for the period</b>	<u>620,232</u>	<u>704,763</u>
	----- (Rupees) -----	
<b>Earnings per share - basic / diluted</b>	<u>6.34</u>	<u>7.20</u>

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.



SYED ANIS AHMED  
CHIEF EXECUTIVE



ZEHRA NAQVI  
DIRECTOR



JAMSHED AZHAR  
CHIEF FINANCIAL OFFICER

---

## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (Unaudited)

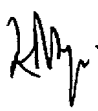
For the Three Months Ended March 31, 2018

	Jan - Mar 2018	Jan - Mar 2017
	----- (Rupees '000) -----	
Profit for the period	620,232	704,763
Other comprehensive income	-	-
Total comprehensive income for the period	<u>620,232</u>	<u>704,763</u>

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.



SYED ANIS AHMED  
CHIEF EXECUTIVE



ZEHRA NAQVI  
DIRECTOR



JAMSHED AZHAR  
CHIEF FINANCIAL OFFICER



**CONDENSED INTERIM STATEMENT OF CASH FLOWS****(Unaudited)**

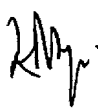
For the Three Months Ended March 31, 2018

	Jan - Mar 2018	Jan - Mar 2017
Note	----- (Rupees '000) -----	-----
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash generated from operations	6 888,183	771,968
Income taxes paid	(411,174)	(341,864)
Long-term loans and advances - net	974	1,580
Long-term prepayments - net	417	693
Net cash inflow from operating activities	<u>478,400</u>	<u>432,377</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Fixed capital expenditure	(235,139)	(331,552)
Sale proceeds from disposal of property, plant and equipment	3,169	2,287
Interest income	104,070	103,173
Net cash outflow from investing activities	<u>(127,900)</u>	<u>(226,092)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Finance costs paid	(3,323)	(2,131)
Dividends paid	(2,591)	(254)
Net cash outflow from financing activities	<u>(5,914)</u>	<u>(2,385)</u>
Net increase in cash and cash equivalents	<u>344,586</u>	<u>203,900</u>
Cash and cash equivalents at the beginning of the period	8,571,721	7,944,429
Cash and cash equivalents at the end of the period	<u><u>8,916,307</u></u>	<u><u>8,148,329</u></u>

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.



SYED ANIS AHMED  
CHIEF EXECUTIVE



ZEHRA NAQVI  
DIRECTOR



JAMSHED AZHAR  
CHIEF FINANCIAL OFFICER

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)

For the Three Months Ended March 31, 2018

Share Capital	Reserves					Total Equity
	Capital Reserves		Revenue Reserves		Total	
	Reserve arising on Merger	Other	General Reserves	Un- appropriated Profit		

(Rupees '000)

Balance as at December 31, 2016	979,003	46,097	368,283	5,338,422	7,861,435	13,614,237	14,593,240
Transactions with owners, recorded directly in equity							
Capital contribution from Abbott Laboratories, USA	-	-	11,426	-	-	11,426	11,426
Total comprehensive income for the three months ended March 31, 2017							
Profit for the period	-	-	-	-	704,763	704,763	704,763
Other comprehensive income for the period, net of tax	-	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	704,763	704,763	704,763
Balance as at March 31, 2017	<u>979,003</u>	<u>46,097</u>	<u>379,709</u>	<u>5,338,422</u>	<u>8,566,198</u>	<u>14,330,426</u>	<u>15,309,429</u>
Balance as at December 31, 2017	979,003	46,097	413,664	5,338,422	7,578,649	13,376,832	14,355,835
Transactions with owners, recorded directly in equity							
Final dividend for the year ended December 31, 2017 @ Rs. 30 per share declared subsequent to the year end	-	-	-	-	(2,937,009)	(2,937,009)	(2,937,009)
Capital contribution from Abbott Laboratories, USA	-	-	17,232	-	-	17,232	17,232
Total comprehensive income for the three months ended March 31, 2018							
Profit for the period	-	-	-	-	620,232	620,232	620,232
Other comprehensive income for the period, net of tax	-	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	620,232	620,232	620,232
Balance as at March 31, 2018	<u>979,003</u>	<u>46,097</u>	<u>430,896</u>	<u>5,338,422</u>	<u>5,261,872</u>	<u>11,077,287</u>	<u>12,056,290</u>

The annexed notes 1 to 9 form an integral part of these condensed interim financial statements.

  
 SYED ANIS AHMED  
 CHIEF EXECUTIVE

  
 ZEHRA NAQVI  
 DIRECTOR

  
 JAMSHED AZHAR  
 CHIEF FINANCIAL OFFICER

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 1. THE COMPANY AND ITS OPERATIONS

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

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Basis of preparation

##### Statement of compliance

These condensed interim financial statements have 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 Act, 2017. In case where requirements differ, the provisions of or directives issued under the Companies Act, 2017 have been followed. These condensed interim financial statements do not include all of the information and disclosures required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended December 31, 2017. These condensed interim financial statements are unaudited.

#### 2.2 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, 2017.

#### 2.3 Accounting estimates and judgments

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

Estimates and judgments made by management in the preparation of these condensed interim financial statements are the same as those that were applied to the audited annual financial statements of the Company as at and for the year ended December 31, 2017.

	Unaudited March 31, 2018	Audited December 31, 2017
Note	---- Rupees in ‘000 ----	

### 3. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets	3.1	4,647,267	4,678,815
Capital work-in-progress		836,656	740,239
		<u>5,483,923</u>	<u>5,419,054</u>

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 3.1 Operating fixed assets

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

	Additions	Disposals	
		Cost	Accumulated Depreciation
	----- Rupees in '000 -----		
Plant and machinery	47,140	-	-
Vehicles	9,641	4,246	1,983
Service equipment	81,941	1,370	1,233
Capital work in progress (CWIP) - net of transfers	96,417	-	-
	235,139	5,616	3,216

## 4. CONTINGENCIES AND COMMITMENTS

### 4.1 Contingencies

4.1.1 The Deputy Commissioner Inland Revenue (DCIR) has issued an order for tax year 2016 raising a demand of Rs. 278.673 million on the contention that the Company has allegedly claimed/adjusted excess input tax in its sales tax returns. The Company has filed an appeal with the Commissioner Inland Revenue (Appeals) (CIRA) against the order of DCIR. In addition to this, on the Company's appeal, the Sindh High Court has granted stay against the recovery proceedings.

### 4.2 Commitments

4.2.1 Commitments for capital expenditure as at March 31, 2018 aggregated to Rs. 405.191 million (December 31, 2017: Rs. 234.129 million).

4.2.2 Commitments in respect of letters of credit as at balance sheet date aggregated to Rs. 678.250 million (December 31, 2017: Rs. 705.693 million).

4.2.3 The Company has given bank guarantees of Rs. 242.074 million (December 31, 2017: Rs. 232.795 million) to the Customs Department, a utility company and other institutions against tenders.

4.2.4 The Company has obtained short term financing facilities from various commercial banks amounting to Rs. 1,320 million (December 31, 2017: Rs. 1,120 million). These facilities can be utilized for letters of credit, guarantees and running finance / short term loans. However, the running finance / short term loan utilization cannot exceed Rs. 250 million (December 31, 2017: Rs. 250 million). The running finance / short term loan carries markup at rates ranging from KIBOR plus 1% to KIBOR plus 2% (December 31, 2017: KIBOR plus 1% to KIBOR plus 2%) and are secured against first joint pari passu hypothecation charge over stocks and book debts of the Company, ranking hypothecation charge over stocks and book debts of the Company, promissory notes, and counter guarantees. The Company has not borrowed any amount against running finance / short term loan facilities at the balance sheet date.

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 5. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

As at March 31, 2018, Abbott Asia Investments Limited, UK held 76,259,454 (December 31, 2017: 76,259,454) shares. The ultimate holding company is Abbott Laboratories, USA.

	Unaudited Jan - Mar 2018	Unaudited Jan - Mar 2017
Note	---- Rupees in '000 ----	
<b>6. CASH GENERATED FROM OPERATIONS</b>		
Profit before taxation	901,936	950,116
<b>Adjustment for:</b>		
Depreciation	167,870	138,489
Amortisation on intangible assets	1,400	1,400
Gain on disposal of property, plant and equipment	(769)	(655)
Interest income	(103,422)	(103,056)
Expense recognised in profit or loss in respect of equity-settled share-based compensation	17,232	11,426
Finance costs	3,323	2,131
Working capital changes	6.1 (99,387)	(227,883)
	<u>888,183</u>	<u>771,968</u>
<b>6.1 Working capital changes</b>		
<b>(Increase) / decrease in current assets net of provision</b>		
Stores and spares	(19,884)	(37,618)
Stock-in-trade	(713,615)	(431,491)
Trade debts	(199,482)	35,496
Loans and advances	(106,391)	(136,636)
Trade deposits and short-term prepayments	(177,179)	(195,006)
Other receivables	58,888	879
	<u>(1,157,663)</u>	<u>(764,376)</u>
<b>Increase in current liabilities</b>		
Trade and other payables - net	1,058,276	536,493
	<u>(99,387)</u>	<u>(227,883)</u>

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 7. TRANSACTIONS WITH RELATED PARTIES

The related parties of the Company comprises the holding company, ultimate holding company, group companies, employee retirement benefit plans, directors and key management personnel. Transactions with related parties are as follows:

	Unaudited Jan - Mar 2018	Unaudited Jan - Mar 2017
	---- Rupees in '000 ----	
<b>Other related parties</b>		
Sale of goods	126,081	95,501
Purchase of materials	1,332,710	986,694
Technical service fee	36,627	30,832
<b>Reimbursements from a related party on account of:</b>		
Selling and distribution expenses	26,014	22,535
Administrative expenses	1,096	3,908
Other reimbursements of expenses from related parties	158	51,667
Other reimbursements of expenses to related parties	-	2,233
Other income	10,899	6,184
<b>Contributions paid in respect of staff retirement benefit plans:</b>		
Pension fund	44,663	40,864
Provident fund	21,537	19,787
<b>Key management personnel</b>		
Short-term employee benefits	67,655	55,831
Post-employment benefits	7,476	6,535

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 8. SEGMENT ANALYSIS

#### 8.1 Segment wise operating results for the first quarter:

	Unaudited				Unaudited			
	Jan - Mar				Jan - Mar			
	2018				2017			
	Pharmaceutical	Nutritional	Others	Total	Pharmaceutical	Nutritional	Others	Total
	----- (Rupees '000) -----							
Sales	4,541,615	1,323,506	689,549	6,554,670	3,858,836	1,151,012	539,122	5,548,970
Less:								
Sales return and discounts	34,278	2,484	33,959	70,721	19,118	2,935	153	22,206
Sales tax and excise duty	-	122,111	29,314	151,425	-	111,462	20,704	132,166
Sales - net	4,507,337	1,198,911	626,276	6,332,524	3,839,718	1,036,615	518,265	5,394,598
Cost of sales	2,827,883	795,801	424,430	4,048,114	2,383,122	668,882	345,554	3,397,558
Gross profit	1,679,454	403,110	201,846	2,284,410	1,456,596	367,733	172,711	1,997,040
Selling and distribution expenses	814,336	275,343	144,017	1,233,696	665,414	123,150	128,319	916,883
Administrative expenses	111,692	12,154	4,496	128,342	87,616	11,435	1,516	100,567
Segment result	753,426	115,613	53,333	922,372	703,566	233,148	42,876	979,590

#### 8.2 Reconciliation of segment results with profit before taxation

	Unaudited Jan - Mar 2018	Unaudited Jan - Mar 2017
	---- Rupees in '000 ----	
Total segment results	922,372	979,590
Other income	118,651	114,022
Other charges	135,764	141,365
Finance costs	3,323	2,131
Profit before taxation	901,936	950,116

#### 8.3 Geographical information

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

Pakistan	5,983,602	5,127,078
Afghanistan	210,402	172,019
Srilanka	9,335	-
Bangladesh	3,104	-
Switzerland	126,081	95,501
	6,332,524	5,394,598

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited)

For the Three Months Ended March 31, 2018

### 8.4 Segment Assets and Liabilities

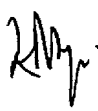
	Unaudited				Audited			
	March 31, 2018				December 31, 2017			
	Pharmaceutical	Nutritional	Others	Total	Pharmaceutical	Nutritional	Others	Total
	----- (Rupees '000) -----							
Segment assets employed	<u>8,726,265</u>	<u>781,068</u>	<u>1,715,117</u>	<u>11,222,450</u>	<u>7,743,336</u>	<u>615,137</u>	<u>1,604,423</u>	<u>9,962,896</u>
Unallocated corporate assets				9,689,697				9,273,363
Total reported assets				<u>20,912,147</u>				<u>19,236,259</u>
Segment liabilities	<u>3,485,235</u>	<u>744,900</u>	<u>461,749</u>	<u>4,691,884</u>	<u>1,936,923</u>	<u>334,275</u>	<u>449,230</u>	<u>2,720,428</u>
Unallocated corporate liabilities				4,163,973				2,159,996
Total reported liabilities				<u>8,855,857</u>				<u>4,880,424</u>

### 9. DATE OF AUTHORISATION

These condensed interim financial statements were authorised for issue on April 23, 2018 by the Board of Directors of the Company.



SYED ANIS AHMED  
CHIEF EXECUTIVE



ZEHRA NAQVI  
DIRECTOR



JAMSHED AZHAR  
CHIEF FINANCIAL OFFICER

















www.jamapunji.pk

 **Jama  
Punji**  
سرمایہ کاری سمجھداری کے ساتھ



**Be aware, Be alert,  
Be safe**  
Learn about investing at  
[www.jamapunji.pk](http://www.jamapunji.pk)

**Key features:**

-  Licensed Entities Verification
-  Scam meter\*
-  Jamapunji games\*
-  Tax credit calculator\*
-  Company Verification
-  Insurance & Investment Checklist
-  FAQs Answered
-  Stock trading simulator (based on live feed from KSE)
-  Knowledge center
-  Risk profiler\*
-  Financial calculator
-  Subscription to Alerts (event notifications, corporate and regulatory actions)
-  Jamapunji application for mobile device
-  Online Quizzes



Jama Punji is an Investor Education Initiative of Securities and Exchange Commission of Pakistan

 [jamapunji.pk](http://jamapunji.pk)

 [@jamapunji\\_pk](https://twitter.com/jamapunji_pk)

\*Mobile apps are also available for download for android and ios devices





**ABBOTT LABORATORIES (PAKISTAN) LIMITED**

**Registered Office**

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

**City Office**

8th Floor, Faysal House  
St-02, Shahr-e-Faisal, Karachi,  
Phone: (92-21) 32799018, 32799019  
Fax: (92-21) 32800244  
[www.pk.abbott](http://www.pk.abbott)

