



ICI PAKISTAN LTD.



CELEBRATING
75
YEARS OF GROWTH

Quarterly Report
July - September 2019

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ICI Pakistan Limited

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Company Information

Board of Directors

Muhammad Sohail Tabba	Chairman (Non-Executive)	Asif Jooma	Chief Executive
Muhammad Ali Tabba	Vice Chairman (Non-Executive)	Khawaja Iqbal Hassan	Independent
Jawed Yunus Tabba	Non-Executive	Muhammad Abid Ganatra	Executive
Amina A Aziz Bawany	Non-Executive	Kamal A Chinoy	Independent

Audit Committee

Khawaja Iqbal Hassan	Chairman
Muhammad Ali Tabba	Member
Jawed Yunus Tabba	Member

HR & Remuneration Committee

Khawaja Iqbal Hassan	Chairman
Muhammad Sohail Tabba	Member
Jawed Yunus Tabba	Member
Asif Jooma	Member
Muhammad Ali Tabba	Member

Chief Financial Officer

Muhammad Abid Ganatra

Company Secretary

Nausheen Ahmad

Head of Internal Audit

Muhammad Ali Mirza

Executive Management Team

Asif Jooma	Chief Executive
Nauman Shahid Afzal*	Vice President, Polyester Business
Nausheen Ahmad	General Counsel, Company Secretary and Head of Corporate Communications & Public Affairs
Arshaduddin Ahmed	Vice President, Chemicals and Agri Sciences Business
Muhammad Abid Ganatra	Chief Financial Officer
Suhail Aslam Khan	Senior Business Consultant & Vice President, Soda Ash Business
Eqan Ali Khan	General Manager, Strategy, Business Development & Innovation
Aamer Mahmud Malik	Vice President, Pharmaceuticals Business
Fariha Salahuddin	General Manager, Human Resources & Administration

**Alphabetised by last name*

Bankers

Allied Bank Limited
Allied Bank Limited-Islamic Banking Group
Askari Bank Limited
Askari Ikhlas Islamic Banking
Bank Al Habib Limited
Bank Al Habib Islamic Banking
Bank Alfalah Limited
Bank Alfalah Limited – Islamic Banking Group
Bank of Khyber
Bank of Punjab
Citibank N.A.
Deutsche Bank AG
Faysal Bank Limited
Habib Bank Limited
Habib Metropolitan Bank Limited
Habib Metropolitan Bank Sirat Islamic
Industrial and Commercial Bank of

China Limited
MCB Bank Limited
MCB Islamic Bank Limited
Meezan Bank Limited
National Bank of Pakistan
Samba Bank Limited
Standard Chartered Bank (Pakistan) Limited
Standard Chartered Bank (Pakistan) Limited-Saadiq
United Bank Limited

Auditors

Internal Auditors
KPMG Taseer Hadi & Co.,
Chartered Accountants

External Auditors

EY Ford Rhodes
Chartered Accountants

Registered Office

ICI House, 5 West Wharf,
Karachi-74000
Tel: 111-100-200, (021) 32313717-22
Fax: 32311739
Website: www.ici.com.pk

Shares Registrar

FAMCO Associates (Pvt) Ltd.
8-F, Next to Hotel Faran, Nursery,
Block-6, P.E.C.H.S. Shahrah-e-Faisal,
Karachi.
www.famco.com.pk
Tel: (021) 34380101-5
Fax: (021) 34380106

Legal Advisor

Imran Mushtaq & Company
78-B, Mozang Road (opp. British
Council), Lahore
Tel: (042) 36298184-5
Fax: (042) 36298186

Review of the Directors for the Quarter Ended September 30, 2019

The Directors are pleased to present their review, together with the unaudited financial statements of the Company, for the quarter ended September 30, 2019.

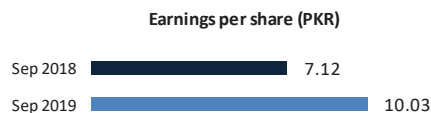
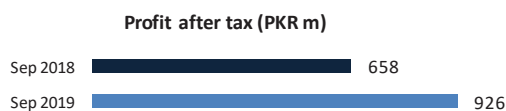
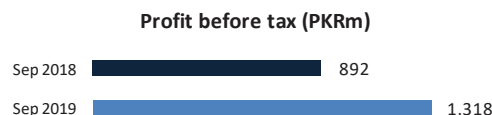
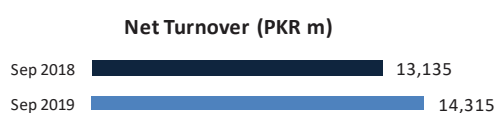
Net turnover for the quarter at PKR 14,315 million is 9% higher as compared to the same period last year (SPLY) due to higher revenues across all Businesses, except for Life Sciences Business which remained in line with the SPLY. The Polyester, Soda Ash and Chemicals & Agri Sciences Businesses delivered 9%, 5% and 30% higher revenues than the SPLY, respectively.

The operating result for the quarter at PKR 1,605 million is 52% higher in comparison to the SPLY, due to improved performance of all Businesses. The strong performance achieved by the Polyester Business was attributable to improved unit margins, while performance of the Soda Ash Business was positively impacted by incremental volumes and prices. The Life Sciences Business delivered improved performance on the back of favourable efficiencies and a better sales mix, while Chemicals & Agri Sciences Business performed better due to healthier margins.

Profit after Tax (PAT) for the quarter at PKR 926 million is 41% higher than the SPLY, mainly due to higher operating profit owing to improved performance across all Businesses, along with exchange gain in comparison to the SPLY and higher dividend income from Associate. This was partially offset by higher finance cost during the quarter due to higher interest rates.

Earnings per share (EPS) for the quarter at PKR 10.03 is 41% higher than the SPLY.

	Quarter ended Sep 2019	Quarter ended Sep 2018
Net Turnover (PKR million)	14,315	13,135
Profit before taxation (PKR million)	1,318	892
Profit after taxation (PKR million)	926	658
Earnings per share (PKR)	10.03	7.12



Polyester Staple Fibre Business (PSF)



The global economy experienced volatile conditions owing to the continuing trade war between major economies i.e. United States and China. During the period under review, bullish trend in crude oil prices was observed following the drone attack on crude oil production facilities in Saudi Arabia which hampered half of its supplies, and OPEC members extending production cuts. However, compared to the SPLY, crude oil prices dropped by 19% due to a slowdown in demand and growing fears of a global recession.

As a result of a slowdown in downstream business and an average decline in the crude oil prices, Paraxylene and PTA prices witnessed a 30% and 27% decline, respectively, compared to the SPLY. However, MEG experienced a steep decline of 40% against the SPLY and is at its lowest level in the last three years owing to higher inventory levels and stable supply. Consequent to the decline in raw material prices, the regional PSF price witnessed a significant downward trend. Fuel prices followed an upward trajectory whereby a hike of 12%, 34% and 30% was observed in coal, gas/RLNG and furnace oil prices, respectively. Therefore, the energy cost rose by 34% against the SPLY. Despite a regional decrease in PSF price, the domestic PSF price showed a 4% increase compared to the SPLY due to rupee devaluation and higher inflation.

Various initiatives undertaken by the Government to support export-oriented sectors, spurred business activity. Backed by the conducive environment for exports, the Business strengthened its position by achieving new breakthroughs to expand its export base, with the introduction of specialised variants into USA and Turkey markets. Resultantly, the Business managed to close the quarter with 3% increase in sales volumes. This improved performance was further supported by an increase in domestic PSF price, cumulatively resulting in net turnover and operating profit growth of 9% and 30% against the SPLY, respectively.

Going forward, crude oil prices are expected to witness a declining trend as Saudi Arabia's oil production recovers faster than expected following the drone attack on its crude production facilities. Further, the deteriorating US-China trade relations have sparked fears of a slowdown in the global economy and overall crude demand. The Government is engaging traders and other stakeholders to implement its initiative of broadening the tax base through documentation of business transactions i.e. CNIC on purchase of goods exceeding PKR 50,000. On a positive front for the Polyester Business, the cotton demand is expected to fall due to high prices and the non-availability of good quality cotton in the coming days owing to the adverse weather in Punjab, which damaged the standing cotton crop. International cotton prices are expected to decrease with the escalation of US-China trade war, fall in demand and build-up of inventories.

SODA ASH BUSINESS



The soda ash market grew by 5% over the SPLY, primarily driven by the Glass and Detergent segments. The growth in Glass was mainly on account of downstream expansions in installed capacities, while the Detergent segment grew with a shift in preference for laundry powder over soap for washing. However, the overall economic slowdown and ongoing standoff between the Government and traders, who are opposing measures to document business transactions, has impacted the Bazaar segment. Similarly, the Paper segment remains slow due to a delay in the procurement of paper by Government Textbook Boards. Even though the Refined Sodium Bicarbonate market has continued to maintain its growth momentum, it has also been adversely affected by the protests of traders against the CNIC requirement to document transactions.

Operating result of the Soda Ash Business at PKR 1,053m is 43% higher than the SPLY, mainly due to improved margins on account of energy cost optimisation through effective plant operations, coupled with price increase due to significant rupee devaluation.

In view of the slowdown in the domestic market, the Business is aggressively pursuing the export markets. It has been able to establish a stronghold in Bangladesh, while also making in-roads in the African market.

Going forward, prices in China are expected to remain stable. While global soda ash demand remains at par with previous levels, there has been a gradual change in the regions driving demand as many glass factories are relocating outside of China to South East Asia. The regions of South East Asia and South America are emerging as growth markets due to rising population and income levels, along with proximity to the larger markets of US, India and China.

In the domestic market, the challenge would be to increase sales in a period of economic slowdown. In this regard, the Business is proactively working on a strategy to boost both domestic and export sales.

Life Sciences Business



During the period under review, the Life Sciences Business delivered a net turnover of PKR 2,234 million in line with the SPLY, and an operating result of PKR 160 million, which is 49% higher than the SPLY. The Business performance can directly be attributed to efficiencies achieved by both Pharmaceuticals and Animal Health Divisions.

Operating profit for Pharma Division was PKR 91 million, 75% higher than the SPLY. This performance was mainly delivered on the back of higher sales with a better sales mix, favourable manufacturing efficiencies and strict cost controls.

During the quarter, the pharmaceuticals Industry faced severe challenges due to trade suspension with India following a tense geo-political situation, and ongoing standoff between the Government and traders who are resisting tax reform measures. While the ban on import of pharmaceuticals products from India was lifted after one month, there were practically no imports from the country in August and September. As a result, there was a shortage of several products and, consequently, lost sales for the Pharmaceuticals Business. The wholesale segment remained slow and affected the overall sales momentum as traders continued to resist the Government's measures to document business transactions.

The pharmaceuticals Industry in Pakistan is currently largely dependent on raw material imports from India, with very few economically workable alternatives available. If a ban is again placed on imports from India, the cost of production will increase significantly and also result in potential shortages of essential medicines in the local market. Recent devaluation of the rupee, spike in inflation and increase in interest rates will lead to higher cost of doing business and with a stringent regulatory environment, the local pharmaceuticals Industry is likely to face unprecedented challenges in the coming months.

Operating result for Animal Health Division was PKR 69 million, 25% higher as compared to the SPLY. This performance was mainly delivered on the back of a better sales mix and favourable manufacturing efficiencies.

On the commercial front, the Division launched ICIP's 50kg Farmer's Choice Silage SKU in July, which was well received by the retail market, especially in the northern parts of Pakistan. The Animal Health Division remained focussed on locally manufactured portfolio and performance of locally produced MSD anthelmintic and Farmer's Choice Range is indicative of the success of this strategy.

Challenging trends in both livestock and poultry markets such as a steep increase in the price of feed, low farm gate milk prices in Punjab, low marketable and day-old chick prices and liquidity crunch, continue to affect the market adversely. However, the Division has been focussing on improving internal efficiencies and overall cost rationalisation, designed to set it up for a sustainable, competitive and profitable growth in the coming years.

Going forward, the Life Sciences Business will continue its drive to balance continuity with change in a rapidly changing environment by gearing its portfolio to meet the evolving consumer demands, and capitalising on business development activities with greater agility and efficiencies.

Chemicals & Agri Sciences Business



The Chemicals & Agri Sciences Business achieved a net turnover of PKR 2,207 million for the quarter ended September 30, 2019, which is 30% higher than the SPLY. The operating result of the Business for the quarter was recorded at PKR 225 million, which is 166% higher than the SPLY.

The improved business results by all Divisions were mainly driven by healthier margins, cost optimisation and customer acquisitions, despite market pressure amidst a challenging macro-economic environment.

The Masterbatches Division achieved a milestone of 100 tonnes sales in the first quarter of FY19-20. The Division has been successful in market penetration through product development and extended focus on customer acquisition.

Going forward, the Business will continue to create enduring value for existing and new customers, with a continued focus on operational excellence and embracing innovation, whilst delivering robust business performance.

Future Outlook

The macro-economic challenges of high inflation, rupee devaluation and increase in interest rates are expected to adversely impact the business climate in Pakistan. However, all Businesses of the Company are focussed on delivering top quartile results by leveraging a diversified product portfolio.

The Company is confident and remains committed on delivering enduring value for all its stakeholders by strengthening and building relationships, expanding and diversifying its product offering, and proactively exploring opportunities for both organic and inorganic growth in line with its brand promise of Cultivating Growth.

Composition of the Board

In line with the requirements of the Code of Corporate Governance 2017, the Company encourages representation of independent and non-executive directors, as well as gender diversity, on its Board. The current composition of the Board is as follows:

Total number of Directors:

(a) Male: 7

(b) Female: 1

Composition:

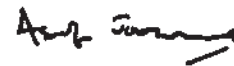
(i) Independent Directors :2

(ii) Non-executive Directors:4

(iii) Executive Directors :2



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive

Dated: October 28, 2019
Karachi

مستقبل پر نظر

مہنگائی سے پیدا ہونے والے میکرو اکنامک چیلنجز، روپے کی ناقدری اور شرح سود میں اضافہ سے پاکستان کا کاروباری ماحول شدید متاثر ہونے کا امکان ہے۔ تاہم کمپنی کے تمام بزنسز اپنے وسیع پروڈکٹ پورٹ فولیو کو بروئے کار لا کر زیادہ سے زیادہ نتائج دینے کے لیے پرعزم ہیں۔

کمپنی اپنے صارفین کی خدمت، اسٹیک ہولڈرز کے ساتھ تعلقات میں استحکام لانے، اپنی پروڈکٹس میں توسیع اور آرگینک وان آرگینک ترقی کے لئے نئے مواقع تلاش کرنے کے لیے کوشاں ہے۔ کیونکہ ہمارے برانڈ کا وعدہ ہی ”ترقی کے لیے کوشاں“ ہے۔

بورڈ کی تشکیل

کوڈ آف کارپوریٹ گورننس 2017 کی تعمیل میں، کمپنی اپنے بورڈ میں آزاد اور نان ایگزیکٹو ڈائریکٹرز کی نمائندگی کے ساتھ خواتین کی شمولیت کے لیے بھی پرعزم ہے۔ بورڈ کی موجودہ تشکیل درج ذیل ہے:

ڈائریکٹرز کی کل تعداد

(الف) مرد: 7

(ب) خواتین: 1

تشکیل:

i) آزاد ڈائریکٹرز: 2

ii) نان ایگزیکٹو ڈائریکٹرز: 4

iii) ایگزیکٹو ڈائریکٹرز: 2

آصف جمہ

آصف جمہ
چیف ایگزیکٹو

محمد سہیل ثناء

چیرمین / ڈائریکٹر

28 اکتوبر 2019

کراچی

کیمیکلز اینڈ ایگری سائنسز بزنس

آپریٹنگ رزلٹ (ملین روپے)		مجموعی کاروبار (ملین روپے)	
85	ستمبر 2018	1,702	ستمبر 2018
225	ستمبر 2019	2,207	ستمبر 2019

30 ستمبر 2019 کو ختم شدہ سہ ماہی کے لیے کیمیکلز اور ایگری سائنسز بزنس کا مجموعی کاروبار 2,207 ملین روپے رہا جو گزشتہ سال اسی عرصے کے مقابلے میں 30 فیصد زائد ہے۔ بزنس کا آپریٹنگ رزلٹ 225 ملین روپے ریکارڈ کیا گیا جو کہ گزشتہ سال کے اسی عرصے کے مقابلے میں 166 فیصد زائد ہے۔

بزنس کے تمام ڈویژن کی جانب سے بہتر نتائج کی وجہ اخراجات پر بھرپور توجہ، بہتر مارجن اور باوجود مارکیٹ پریشور اور نامساعد معاشی حالات کے، کسٹمرز کا حصول ہیں۔

مالیاتی سال 2019-20 کی پہلی سہ ماہی میں ماسٹریج میمنوفیکچرنگ ڈویژن نے 100 ٹن سیلز کی تکمیل کے ساتھ ایک سنگ میل قائم کر لیا ہے۔ اس کے ساتھ ڈویژن پروڈکٹ کی تشہیر اور کسٹمر کی پسند بننے کی بدولت مارکیٹ میں رسائی حاصل کرنے میں کامیاب رہی۔

مزید برآں، بزنس آپریشنل مہارت اور جدت کے حصول سے، موجودہ اور نئے کسٹمرز کے لیے قدر میں اضافے کے پیش نظر شاندار کاروباری نتائج حاصل کرنے پر بھرپور توجہ مرکوز کئے ہوئے ہے۔

لائف سائنسز بزنس

آپریٹنگ رزلٹ (ملین روپے)	مجموعی کاروبار (ملین روپے)
ستمبر 2018 107	ستمبر 2018 2,230
ستمبر 2019 160	ستمبر 2019 2,234

زیر جائزہ عرصے کے دوران لائف سائنسز بزنس نے 2,234 ملین روپے کا مجموعی کاروبار کیا اور 160 ملین روپے کا آپریٹنگ رزلٹ حاصل کیا جو گزشتہ سال کے اسی عرصے کے مقابلے میں 49 فیصد زائد ہے۔ بزنس میں بہتر کارکردگی کا حصول فارماسیوٹیکلز اور اینٹیل ہیلتھ ڈویژنوں کی جانب سے صلاحیتوں کا بھرپور استعمال کرنے کے مرہون منت ہے۔

فارما ڈویژن کا آپریٹنگ رزلٹ 91 ملین روپے ہے جو کہ گزشتہ سال کے اسی عرصے کے مقابلے میں 75 فیصد زائد ہے۔ یہ کارکردگی مجموعی سیلز میں اضافے، فائدہ مند مینوفیکچرنگ سہولیات اور اخراجات پر توجہ سے حاصل کی گئی۔

سہ ماہی کے دوران بھارت سے کشیدگی کے بعد تجارت کی معطلی اور حکومت و تاجروں کے درمیان ٹیکس ریفاہ مزر پر جاری بحران کے سبب فارماسیوٹیکل انڈسٹری کو شدید مشکلات کا سامنا رہا۔ جبکہ انڈیا سے فارماسیوٹیکل پروڈکٹس کی درآمد پر پابندی ایک مہینے کے بعد اٹھائی گئی اس صورتحال کے پیش نظر اگست اور ستمبر کے درمیان انڈیا سے کسی طرح کی درآمد نہیں ہوئی۔ نتیجے میں کئی پروڈکٹس کی قلت ہوئی اور فارماسیوٹیکلز بزنس کی سیلز میں بھی کمی واقع ہوئی۔ کاروبار کا ہول سیل کا شعبہ سست رہا اور کاروباری لین دین کو تحریر میں لانے کے حکومتی اقدام کے خلاف تاجروں کی مزاحمت نے مجموعی سیلز کو شدید متاثر کیا۔

پاکستان کی فارماسیوٹیکل انڈسٹری اس وقت بڑے پیمانے پر انڈیا سے درآمد کردہ خام مال پر دارومدار رکھتی ہے، اس ضمن میں چند ہی متبادل موجود ہیں۔ اگر انڈیا سے درآمدات پر ایک بار پھر پابندی عائد کی گئی تو پیداواری لاگت میں واضح اضافہ ہو گا اور اس سے مقامی مارکیٹ میں ضروری ادویات کی شدید کمی واقع ہو جائے گی۔ حال ہی میں ہونے والی روپے کی ناقدری، مہنگائی میں ہوشربا اضافہ اور شرح سود میں اضافہ کاروباری لاگت کو بڑھا دے گا اور سخت ریگولیٹری ماحول میں، مقامی فارماسیوٹیکل انڈسٹری کو آنے والے مہینوں میں شدید مشکلات کا سامنا ہو گا۔

اینٹیل ہیلتھ ڈویژن کا آپریٹنگ رزلٹ 69 ملین کے ساتھ گزشتہ سال کے اسی عرصے کے مقابلے میں 25 فیصد اضافے پر مشتمل رہا۔ یہ کارکردگی مجموعی سیلز کس میں اضافے اور سازگار مینوفیکچرنگ سہولیات کے سبب حاصل کی گئی۔

کاروباری محاذ پر، ڈویژن نے جولائی میں پچاس کلوگرام کا ICIP's فارمرچوائس سائیکل متعارف کرایا جسے ریٹیل مارکیٹ خاص طور پر پاکستان کے شمالی علاقہ جات میں بہت پذیرائی ملی۔ اینٹیل ہیلتھ ڈویژن کی توجہ مقامی طور پر تیار کردہ پورٹ فولیو کو مارکیٹ کرنے پر رہی اور مقامی طور پر تیار کردہ MSD اینٹیہیلمنٹک اور فارمرچوائس رینج کو حاصل ہونے والی پذیرائی اس کی دلیل ہے۔

لائو اسٹاک اور پولٹری مارکیٹس میں مشکل حالات، جیسا کہ پنجاب میں فارم پر دودھ کی کم قیمت، برائلر میں اموات کی کثرت، مارکیٹ کے قابل اور ایک دن کے چوزوں کی کم قیمت اور وصولیوں کی بگڑی ہوئی صورتحال نے بزنس کی کارکردگی کو شدید متاثر کیا ہے۔ تاہم ڈویژن نے اپنی داخلی صلاحیتوں کو بہتر کرنے اور قیمتوں کی یکسانیت پر توجہ مرکوز رکھی تاکہ آنے والے سالوں میں مستحکم، مسابقتی اور منافع بخش کاروبار یقینی بنایا جاسکے۔

لائف سائنسز بزنس تیزی سے بدلتے ہوئے ماحول میں توازن کو برقرار رکھنے کے لیے اپنے پورٹ فولیو میں مثبت تبدیلی کو جاری رکھے ہوئے ہے تاکہ صارفین کی بدلتی ہوئی ضروریات کو بزنس کی ترقی کے ساتھ پورا کیا جائے۔

سوڈالیش بزنس

آپریٹنگ رزلٹ (ملین روپے)	مجموعی کاروبار (ملین روپے)
738	3,849
1,053	4,058
ستمبر 2018	ستمبر 2018
ستمبر 2019	ستمبر 2019

گلاس اور ڈٹرنٹ کے شعبہ جات میں بہتری سے سوڈالیش کی مارکیٹ میں گزشتہ سال کے مقابلے میں 5 فیصد اضافہ ہوا۔ گلاس کے شعبے کے تنصیبات میں ڈاؤن اسٹریم توسیع سے جبکہ ڈٹرنٹ کے شعبے میں واشنگ کے لیے صابن کی جگہ لائڈری پاؤڈر کو ترجیح دینے کے سبب اضافہ سامنے آیا۔ تاہم مجموعی طور پر معیشت کی سست روی اور حکومت اور تاجروں کے درمیان تجارتی لین دین کو تحریر میں لانے سے متعلق پیدا شدہ بحران کے سبب بازار کا شعبہ بری طرح متاثر ہوا ہے۔ اسی طرح پیپر کا شعبہ بھی سست روی کا شکار ہے کیونکہ حکومت کی جانب سے ٹیکسٹ بک بورڈ کے لیے خریداری تاخیر کا شکار ہے۔ اس کے باوجود refined sodium bicarbonate مارکیٹ نے اپنی ترقی کا سفر جاری رکھا ہوا ہے حالانکہ تاجروں اور حکومت کے درمیان کاروباری لین دین کو تحریر بری شکل دینے پر بحران کے سبب مظاہروں نے اس کو شدید متاثر کئے رکھا۔

زیر جائزہ مدت کے دوران بزنس کا آپریٹنگ رزلٹ گزشتہ سال کی اسی مدت کے مقابلے میں 43 فیصد بڑھ گیا کیونکہ روپے کی ناقدری سے قیمتوں میں اضافہ اور پلانٹ کے موثر آپریشن کو بحال رکھنے سے توانائی کے اخراجات پر کنٹرول کی بدولت منافع میں اضافہ ہوا۔

مقامی مارکیٹ میں سست روی کو سامنے رکھتے ہوئے بزنس نے ایکسپورٹ مارکیٹ میں اپنی توجہ بڑھادی ہے۔ جس کے نتیجے میں بزنس نے بنگلادیش میں اپنی پوزیشن مضبوط کرنے کے ساتھ افریقی مارکیٹ میں رسائی حاصل کر لی ہے۔

مزید برآں، توقع کی جارہی ہے کہ چین میں قیمتیں مستحکم رہیں گی، جبکہ عالمی طور پر سوڈالیش کی طلب ماضی کے برابر رہے گی کیونکہ علاقائی طور پر پیداواری صلاحیتوں میں تبدیلی واقع ہو رہی ہے کیونکہ کئی گلاس فیکٹریاں چین سے ساؤتھ ایشیا میں منتقل کی جا رہی ہیں۔ ساؤتھ ایشیا اور ساؤتھ امریکہ کے علاقے بڑھتی ہوئی آبادی اور آمدنی کے سبب ترقی کرنے والی مارکیٹ بننے کے ساتھ چین، انڈیا اور امریکہ سے قریب بھی ہیں۔

مقامی مارکیٹ میں یہ بڑا چیلنج ہو گا کہ معاشی گراؤ کے دور میں سیلز میں اضافہ کیا جائے۔ اس حوالے سے بزنس مقامی سیلز اور برآمدات کو بڑھانے کے لیے بھرپور انداز میں منصوبہ بندی پر عمل درآمد کر رہا ہے۔

پولیسٹر اسٹیپل فائبر بزنس (PSF)

مجموعی کاروبار (ملین روپے)

آپریٹنگ رزلٹ (ملین روپے)

تمبر 2018	تمبر 2019	تمبر 2018	تمبر 2019
5,355	5,817	129	168

چین اور امریکہ کے درمیان تجارتی جنگ کے نتیجے میں عالمی معیشت اتار چڑھاؤ کا شکار رہی۔ زیر جائزہ مدت کے دوران سعودی عرب کی کروڈ آئل پروڈکشن کی تنصیبات پر ڈرون حملے سے اس کی آئل سپلائی آدھی رہ جانے اور اوپیک ممبران کی جانب سے پروڈکشن میں کمی لانے کے سبب کروڈ آئل کی قیمتوں میں تیزی دیکھنے میں آئی۔ تاہم طلب میں کمی اور عالمی معیشت میں گراؤ کے خوف سے گزشتہ سال کی اسی مدت کے مقابلے میں کروڈ آئل کی قیمتوں میں 19 فیصد کمی دیکھی گئی۔

ڈاؤن اسٹریم بزنس میں سست روی کے ساتھ کروڈ آئل کی قیمتوں میں کمی سے گزشتہ سال کے اسی عرصے کے مقابلے میں پیرازا ملین کی قیمتیں 30 فیصد اور PTA کی قیمتیں 27 فیصد کم ہوئیں۔ تاہم MEG کی قیمتوں میں مجموعی طور پر گزشتہ سال کے اسی عرصے کے مقابلے میں 40 فیصد کمی شدید کی واقع ہوئی جو گزشتہ تین سالوں کے دوران اس کی کم ترین سطح ہے۔ اس کمی کی وجہ زائد انویسٹری لیول اور سپلائی میں استحکام تھا۔ خام مال کی قیمتوں میں کمی سے علاقائی PSF کی قیمتوں میں بھی اسی گراؤ کا ماحول جاری رہا۔

تیل کی قیمتوں میں تیزی کا رجحان رہا اس کے ساتھ کونلے، گیس / RLNG اور فرنیس آئل کی قیمتوں میں بالترتیب 12 فیصد، 34 فیصد اور 30 فیصد تک اضافہ ہو گیا، نتیجتاً گزشتہ سال کے اسی عرصے کے مقابلے میں اس سال توانائی کے اخراجات 34 فیصد بڑھ گئے۔ پاکستانی روپے کی قدر میں کمی اور مہنگائی بڑھ جانے کے سبب گزشتہ سال کے مقابلے میں مقامی پی ایف کی قیمتوں میں 4 فیصد اضافہ دیکھنے میں آیا۔

حکومت کی جانب سے برآمدات بڑھانے والے شعبہ جات کو مضبوط کرنے کے سلسلے میں اٹھائے جانے والے اقدامات سے کاروباری سرگرمیوں کی حوصلہ افزائی ہوئی ہے۔ برآمدات کے لیے موافق ماحول کے پیش نظر، بزنس نے اپنی برآمدات کو بڑھاتے ہوئے امریکہ اور ترکی کے مارکیٹوں میں اپنے خصوصی ویرینٹ متعارف کراتے ہوئے بزنس کو تقویت دی۔ نتیجتاً بزنس اس سہ ماہی کے دوران سیلز کی مقدار میں 3 فیصد اضافہ کرنے میں کامیاب رہا۔ اس بہتر کارکردگی کو مقامی PSF کی قیمتوں میں اضافے نے سہارا دیا جس کی بدولت مجموعی طور پر خالص آمدنی اور آپریٹنگ پرافٹ گزشتہ سال کی اسی مدت کے مقابلے میں بالترتیب 9 فیصد اور 30 فیصد بڑھ گیا۔

مزید برآں، کروڈ آئل کی قیمتوں میں کمی آنے کی توقع کی جا رہی ہے کیونکہ آئل تنصیبات پر ڈرون حملے کے بعد سعودی عرب کی جانب سے آئل پروڈکشن کی بحالی میں تیزی دیکھی جا رہی ہے۔ اس کے ساتھ امریکی اور چینی تجارتی جنگ نے عالمی معیشت کو سست روی کا شکار کر رکھا ہے اور مجموعی طور پر کروڈ کی طلب میں بھی کمی دیکھی جا رہی ہے۔ حکومت کی جانب سے تاجروں اور دیگر اسٹیک ہولڈرز کو ٹیکس میں بڑھانے کے سلسلے میں کاروباری لین دین کو تحریر میں لانے کے اقدام میں مصروف کیا گیا ہے جیسا کہ 50 ہزار سے زائد کی خریداری پر شناختی کارڈ کا اندراج وغیرہ۔ پولیسٹر بزنس کے حوالے سے مثبت بات یہ ہے کہ آنے والے دنوں میں کپاس کے مہنگے دام اور معیاری کپاس کی عدم دستیابی کے سبب طلب میں کمی کا امکان ہے کیونکہ پنجاب میں شدید بارشوں سے کپاس کی فصل کو بہت نقصان پہنچا ہے۔ امریکہ اور چین کے درمیان تجارتی جنگ، طلب میں کمی اور انویسٹریز کے قیام سے کپاس کی عالمی قیمتوں میں بھی کمی کا امکان ہے۔

ڈائریکٹرز کا جائزہ برائے سہ ماہی ختم شدہ 30 ستمبر 2019

ڈائریکٹرز اپنا جائزہ برائے سہ ماہی ختم شدہ 30 ستمبر 2019 بشمول کمپنی کے غیر آڈٹ شدہ مالیاتی گوشوارے پیش کرتے ہوئے خوشی محسوس کر رہے ہیں۔

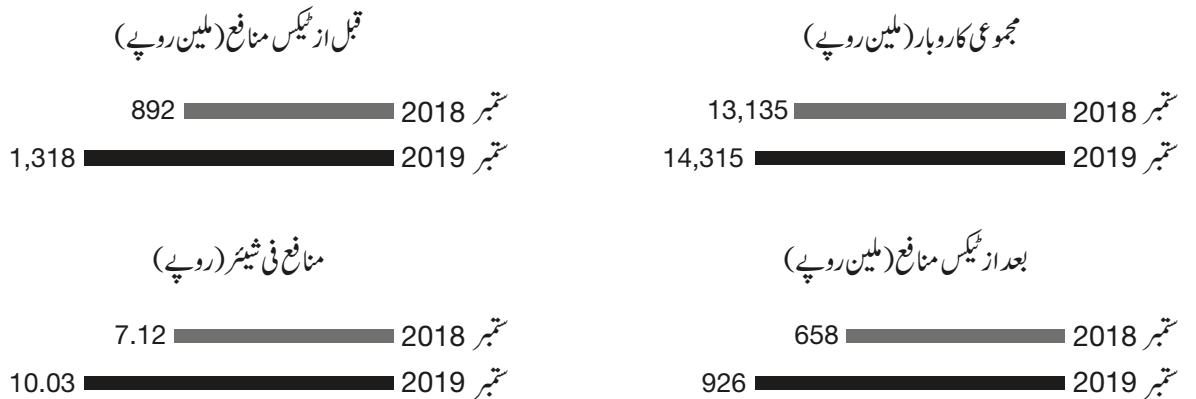
سہ ماہی کے دوران مجموعی کاروبار 14,315 ملین روپے رہا جو کہ گزشتہ سال کی اسی مدت کے مجموعی کاروبار کے مقابلے میں 9 فیصد زائد ہے۔ مجموعی کاروبار میں اضافہ تمام بزنسز کی ترقی کے مرہون منت ہے سوائے لائف سائنسز بزنس کے جس کا مجموعی کاروبار گزشتہ سال کے برابر رہا۔ پولیسٹر، سوڈالیش اور کیمیکلز اینڈ ایگری سائنسز بزنسز نے گزشتہ سال کے مقابلے میں بالترتیب 9 فیصد، 5 فیصد اور 30 فیصد زائد آمدنی حاصل کی۔

سہ ماہی کا آپریٹنگ رزلٹ تمام بزنسز کی شاندار کارکردگی کے سبب گزشتہ سال کے اسی عرصہ کے مقابلے میں 52 فیصد اضافہ کے ساتھ 1,605 ملین روپے رہا۔ پولیسٹر بزنس نے اضافی یونٹ مارجن جبکہ سوڈالیش بزنس نے بڑھتی مقدار اور قیمتوں سے شاندار منافع حاصل کیا۔ لائف سائنسز بزنس نے صلاحیتوں میں اضافے اور بہتر مارجن سے اپنی کارکردگی کو بہتر کیا جبکہ کیمیکلز اینڈ ایگری سائنسز بزنس نے بہتر شرح منافع کی بدولت نسبتاً بہتر کارکردگی دکھائی۔

بعد از ٹیکس منافع برائے سہ ماہی ختم شدہ 30 ستمبر 2019 گزشتہ سال کی اسی مدت کے مقابلے میں 41 فیصد اضافہ کے ساتھ 926 ملین روپے ہے۔ جس کی اہم وجہ تمام بزنسز کی گزشتہ سال کی اسی مدت کے مقابلے میں بہتر کارکردگی اور زر مبادلہ سے اضافی کمائی کے ساتھ ذیلی ادارے سے ڈیویڈنڈ کی زائد آمدنی ہے۔ تاہم اس کارکردگی پر سہ ماہی کے دوران عائد ہونے والی سود کی اضافی شرح نے منفی اثرات مرتب کئے۔

سہ ماہی کے دوران فی شیئر منافع 10.03 روپے ہے جو گزشتہ سال کی اسی مدت کے مقابلے میں 41 فیصد زائد ہے۔

سہ ماہی ختم شدہ ستمبر 2018	سہ ماہی ختم شدہ ستمبر 2019	
13,135	14,315	مجموعی کاروبار (ملین روپے)
892	1,318	قبل از ٹیکس منافع (ملین روپے)
658	926	بعد از ٹیکس منافع (ملین روپے)
7.12	10.03	منافع فی شیئر (روپے)



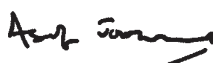
ICI Pakistan Limited
Condensed Interim Unconsolidated Statement of Financial Position
As at September 30, 2019

		Amounts in PKR '000		
Note	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)		
ASSETS				
Non-current assets				
	Property, plant and equipment	4	20,161,555	20,329,199
	Intangible assets	5	930,935	931,806
			21,092,490	21,261,005
	Long-term investments	6	3,913,076	3,913,076
	Long-term loans	7	409,868	434,114
	Long-term deposits and prepayments		38,764	39,231
			4,361,708	4,386,421
			25,454,198	25,647,426
Current assets				
	Stores, spares and consumables		1,026,701	984,992
	Stock-in-trade	8	9,900,004	9,841,165
	Trade debts		2,331,582	2,388,029
	Loans and advances		539,929	559,563
	Trade deposits and short-term prepayments		480,106	278,987
	Other receivables		1,455,232	1,647,518
	Taxation - net		2,351,897	2,637,613
	Cash and bank balances		232,346	237,374
			18,317,797	18,575,241
			43,771,995	44,222,667
Total assets				
EQUITY AND LIABILITIES				
Share capital and reserves				
	Authorised capital		1,500,000,000 (June 30, 2019: 1,500,000,000)	ordinary shares of PKR 10 each
			15,000,000	15,000,000
	Issued, subscribed and paid-up capital		92,359,050 (June 30, 2019: 92,359,050)	ordinary shares of PKR 10 each
			923,591	923,591
	Capital reserves		309,643	309,643
	Surplus on revaluation of property, plant and equipment - net of tax		593,266	598,103
	Revenue reserve - unappropriated profit		17,891,301	17,375,706
			19,717,801	19,207,043
Total equity				
Non-current liabilities				
	Provisions for non-management staff gratuity		96,656	93,982
	Long-term loans	9	6,278,618	6,763,257
	Deferred tax liability - net	10	1,691,469	1,792,308
			8,066,743	8,649,547
Current liabilities				
	Trade and other payables		8,042,152	7,185,136
	Accrued mark-up		431,147	340,156
	Short-term financing	11	5,501,112	7,056,373
	Current portion of long-term loans		1,923,222	1,690,894
	Unclaimed dividend		89,818	93,518
			15,987,451	16,366,077
			43,771,995	44,222,667
Total equity and liabilities				
Contingencies and commitments				
		12		

The annexed notes from 1 to 22 form an integral part of the condensed interim unconsolidated financial statements.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Unconsolidated Statement of Profit or Loss (Unaudited)
For the Quarter Ended September 30, 2019

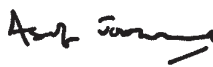
Amounts in PKR '000

	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Net turnover - note 13	14,315,266	13,134,536
Cost of sales - note 13 and 14	(11,548,340)	(10,977,194)
Gross profit	2,766,926	2,157,342
Selling and distribution expenses	(843,796)	(775,808)
Administration and general expenses	(317,654)	(322,992)
Operating result - note 12	1,605,476	1,058,542
Finance costs	(488,624)	(315,728)
Exchange gain / (loss)	22,542	(11,671)
Workers' profit participation fund	(69,878)	(46,976)
Workers' welfare fund	(24,518)	(17,768)
Other charges	(10,861)	(20,687)
	(571,339)	(412,830)
Dividend income	260,000	230,000
Other income	23,432	16,617
Profit before taxation	1,317,569	892,329
Taxation - note 15	(391,195)	(234,807)
Profit after taxation	926,374	657,522
	(PKR)	
Basic and diluted earnings per share	10.03	7.12

The annexed notes from 1 to 22 form an integral part of the condensed interim unconsolidated financial statements.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

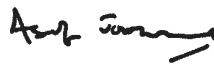
ICI Pakistan Limited
Condensed Interim Unconsolidated Statement of Other Comprehensive Income (Unaudited)
For the Quarter Ended September 30, 2019

	Amounts in PKR '000	
	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Profit after taxation	926,374	657,522
Total comprehensive income for the period	926,374	657,522

The annexed notes from 1 to 22 form an integral part of the condensed interim unconsolidated financial statements.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Unconsolidated Statement of Cash Flows (Unaudited)
For the Quarter Ended September 30, 2019

Amounts in PKR '000

September 30, 2019	September 30, 2018
-----------------------	-----------------------

Cash flows from operating activities

Cash generated from operations - note 16	2,686,071	1,113,667
Payments for:		
Non-management staff gratuity and eligible retired employees' medical scheme	(4,422)	(3,478)
Staff retirement benefit plans	(10,339)	(10,713)
Taxation	(206,318)	(136,853)
Interest	(397,633)	(296,571)
Net cash generated from operating activities	2,067,359	666,052

Cash flows from investing activities

Capital expenditure	(525,926)	(280,839)
Proceeds from disposal of operating fixed assets	25	624
Dividend from associate	260,000	180,000
Interest received on bank deposits	4,786	534
Net cash used in investing activities	(261,115)	(99,681)

Cash flows from financing activities

Long-term loans obtained *	-	300,000
Long-term loans repaid *	(252,311)	(229,904)
Dividends paid	(3,700)	(3,542)
Net cash (used) / generated from financing activities	(256,011)	66,554
Net increase in cash and cash equivalents	1,550,233	632,925
Cash and cash equivalents at the beginning of the period	(6,818,999)	(7,137,624)
Cash and cash equivalents at the end of period (Ref. 1)	(5,268,766)	(6,504,699)

Ref. 1: Cash and cash equivalents at the end of period comprise of:

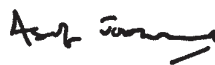
Cash and bank balances	232,346	300,483
Short-term financing	(5,501,112)	(6,805,182)
	(5,268,766)	(6,504,699)

* No non-cash items are included in these activities

The annexed notes from 1 to 22 form an integral part of the condensed interim unconsolidated financial statements.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Unconsolidated Statement of Changes in Equity
For the Quarter Ended September 30, 2019

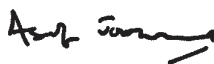
Amounts in PKR '000

	Issued, subscribed and paid-up capital	Capital reserves	Surplus on Revaluation of property, plant and equipment	Revenue reserve - unappropriated profit	Total
As at July 1, 2018 (Audited)	923,591	309,643	669,495	16,178,705	18,081,434
Final dividend of PKR 8.50 per share for the year ended June 30, 2018				(785,052)	(785,052)
Profit for the period	-	-	-	657,522	657,522
Other comprehensive income for the period - net of tax	-	-	-	-	-
Total comprehensive income	-	-	-	657,522	657,522
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(4,713)	4,713	-
As at September 30, 2018 (Unaudited)	923,591	309,643	664,782	16,055,888	17,953,904
Interim dividend of PKR 4.50 per share for the year ended June 30, 2019	-	-	-	(415,616)	(415,616)
Profit for the period	-	-	-	1,647,390	1,647,390
Other comprehensive income for the period - net of tax	-	-	-	21,365	21,365
Total comprehensive income	-	-	-	1,668,755	1,668,755
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(66,679)	66,679	-
As at June 30, 2019 (Audited)	923,591	309,643	598,103	17,375,706	19,207,043
Final dividend of PKR 4.50 per share for the year ended June 30, 2019	-	-	-	(415,616)	(415,616)
Profit for the period	-	-	-	926,374	926,374
Other comprehensive income for the period - net of tax	-	-	-	-	-
Total comprehensive income	-	-	-	926,374	926,374
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(4,837)	4,837	-
As at September 30, 2019 (Unaudited)	923,591	309,643	593,266	17,891,301	19,717,801

The annexed notes from 1 to 22 form an integral part of the condensed interim unconsolidated financial statements.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Notes to the Condensed Interim Unconsolidated Financial Statements
For the Quarter Ended September 30, 2019

Amounts in PKR '000

1 Status and nature of business

ICI Pakistan Limited ("the Company") is incorporated in Pakistan and is listed on the Pakistan Stock Exchange Limited. The Company is engaged in the manufacturing of polyester staple fibre, POY chips, soda ash, specialty chemicals, sodium bicarbonate, polyurethanes and pharmaceutical products; marketing of seeds, toll manufactured and imported pharmaceuticals and animal health products; and merchandising of general chemicals and manufacturing of masterbatches. It also acts as an indenting agent and toll manufacturer. The Company's registered office is situated at 5 West Wharf, Karachi.

These are the separate condensed interim unconsolidated financial statements of the Company in which investment in subsidiaries and associate is stated at cost less impairment losses if any.

2 Statement of compliance

These condensed interim unconsolidated financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by International Accounting Standard Board (IASB) as notified under Companies Act, 2017; and

- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3 Significant accounting policies

The accounting policies and methods of computation adopted for the preparation of these condensed interim unconsolidated financial statements are the same as those applied in the preparation of the the annual unconsolidated audited financial statements as at and for the year ended June 30, 2019.

4 Property, plant and equipment

	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Operating fixed assets - at net book value	18,753,013	19,270,985
Capital work-in-progress - at cost - Note 4.2		
Civil works and buildings	265,376	186,297
Plant and machinery	1,063,254	790,538
Advances to suppliers / contractors	79,912	81,379
	1,408,542	1,058,214
Total property, plant and equipment	20,161,555	20,329,199

4.1 Following is the cost of operating fixed assets that have been added / disposed off during the quarter ended September 30, 2019:

	Additions / Transfers		Disposals - NBV	
	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Freehold land	-	25,436	-	-
Lime beds on freehold land	-	79,304	-	-
Buildings on freehold land	-	15,240	-	-
Buildings on leasehold land	12,616	605,989	-	29
Plant and machinery	133,814	1,218,292	-	10,498
Rolling stock and vehicles	-	42,460	-	289
Furniture and equipment	(20,787)	225,440	17	71
	125,643	2,212,161	17	10,887

4.2 Following is the movement in capital work-in-progress during the period / year:

	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Opening balance	1,058,214	865,782
Addition during the period / year	453,462	2,322,098
	1,511,676	3,187,880
Transferred to operating fixed assets	(103,134)	(2,129,666)
Closing balance	1,408,542	1,058,214

Amounts in PKR '000

	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
5 Intangible assets		
Intangible assets - at net book value - note 5.1	930,935	931,806
5.1 Following is the detail of intangible assets:		
Brands	753,460	753,460
Goodwill	126,510	126,510
Others	50,965	51,836
	930,935	931,806
5.2 Addition to intangible assets:	3,226	20,421
6 Long-term investments		
Unquoted		
Subsidiary		
- ICI Pakistan PowerGen Limited (wholly owned) 7,100,000 ordinary shares (June 30, 2019: 7,100,000) of PKR 100 each Provision of impairment loss	710,000 (209,524) 500,476	710,000 (209,524) 500,476
- Cirin Pharmaceuticals (Private) Limited (wholly owned) 112,000 ordinary shares (June 30, 2019: 112,000) of PKR 100 each and premium of PKR 8,661.61 (June 30, 2019: 8,661.61) per share	981,300	981,300
- NutriCo Morinaga (Private) Limited (51% ownership) 14,688,000 ordinary shares (June 30, 2019: 14,688,000) of PKR 100 each	1,468,800	1,468,800
Associate		
- NutriCo Pakistan (Private) Limited (40% ownership) 200,000 ordinary shares (June 30, 2019: 200,000) of PKR 1,000 each and premium of PKR 3,800 (June 30, 2019: 3,800) per share	960,000	960,000
Others		
Equity		
- Arabian Sea Country Club Limited 250,000 ordinary shares (June 30, 2019: 250,000) of PKR 10 each	2,500	2,500
	3,913,076	3,913,076
7 Long-term loans		
Considered Good		
Due from executives and employees	559,428	587,039
Current portion shown under loans and advances (Current assets)	(149,560)	(152,925)
	409,868	434,114
8 Stock-in-trade		
It includes items carried at net realisable value of PKR 4,068.764 million (June 30, 2019: PKR 3,924.490 million) on which expense of PKR 28.284 million (June 30, 2019: PKR 56.616 million) was recognized during the period / year.		
9 Long-term loans		
Long-term loans - note 9.1	8,201,840	8,454,151
Current portion shown under current liabilities	(1,923,222)	(1,690,894)
	6,278,618	6,763,257
9.1 Following is the movement in Long-term loans during the period / year:		
Opening balance	8,454,151	9,200,541
Obtained during the period / year	-	300,000
Repaid during the period / year	(252,311)	(1,046,390)
Closing balance	8,201,840	8,454,151
There is no material change in the terms and conditions of the long-term loans as disclosed in the annual audited financial statements as at and for the year ended June 30, 2019 of the Company.		
10 Deferred tax liability - net		
Deductible temporary differences		
Provisions for retirement benefits, doubtful debts and others	(323,917)	(307,243)
Retirement funds provision	(102,498)	(103,478)

Taxable temporary differences

Property, plant and equipment

2,117,884	2,203,029
1,691,469	1,792,308

Amounts in PKR '000

September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
--------------------------------------	-------------------------------

11 Short-term financing

Export refinance	350,000	200,000
Money market	-	1,750,000
Short-term financing - secured	5,151,112	5,106,373
	5,501,112	7,056,373

There is no major change in the terms and conditions of the short-term financing as disclosed in the company's annual unconsolidated audited financial statements as at and for the year ended June 30, 2019 except that the Company availed further facility of ERF amounting to PKR 150 million carrying a mark-up rate of SBP rate + 0.15% per annum. Mark-up rate on running finance during the year range from KIBOR + 0.05% to KIBOR + 1% per annum

During the quarter, the Company has further converted two of its short-term financing facilities from Conventional Banking to Islamic Banking. The total converted limit of Islamic facilities amounting to PKR 6,000 Million (June 30, 2019: PKR 5,400 Million).

12 Contingencies and commitments**12.1** Claims against the Company not acknowledged as debts are as follows:

Local bodies	71,583	71,583
Others	11,318	11,318
	82,901	82,901

12.2 The Commissioner (Appeals), vide appellate order dated August 23, 2019, has remanded back all the issues which were raised by the department in order dated May 29, 2019 relating to sales tax audit for the tax periods July 2013 to June 2014. Remand back proceedings are yet to be initiated by the department.

Furthermore, the department has finalized monitoring proceedings vide order dated September 26, 2019 relating to tax year 2017 through which demand of PKR 11.83 million (inclusive of penalty and default surcharge) has been raised. An appeal against the said order will be filed in due course, while the Company has discharged the said demand. The Company is confident that the case would be decided in the Company's favor.

Except for the above, there are no material changes in the status of custom duty, income tax and sales tax contingencies as reported in the annual unconsolidated audited financial statements as at and for the year ended June 30, 2019.

12.3 Commitments in respect of capital expenditure (including Light ash phase 2 project of Soda Ash division)

368,885	602,942
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12.4 Commitments for rentals under operating lease / Ijarah contracts in respect of vehicles are as follows:

Year		
2019-20	77,484	85,447
2020-21	82,520	91,001
2021-22	87,884	96,916
2022-23	93,597	103,216
2023-24	99,680	-
	441,165	376,580

Payable not later than one year	77,484	85,447
Payable later than one year but not later than five years	363,681	291,133
	441,165	376,580

12.5 Outstanding letter of credit (Unutilized PKR 11,519.790 million, June 30, 2019: 12,996.784 million)

3,682,201	3,177,181
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12.6 Commitments in respect of Post dated cheques

954,101	567,784
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13 Operating Segment results (Unaudited)

Amounts in PKR '000

	Polyester		Soda Ash		Life Sciences		Chemicals and Agri Sciences		Company	
	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Turnover - note 13.1, 13.2 & 13.3	6,850,461	5,440,077	4,952,463	4,736,707	2,631,605	2,538,079	2,788,591	2,089,631	17,222,383	14,803,565
Sales tax	(957,476)	-	(683,685)	(644,874)	(10,859)	(20,281)	(221,678)	(139,367)	(1,873,698)	(804,522)
Commission and discounts / price adjustment	(76,199)	(85,301)	(210,772)	(243,259)	(386,959)	(287,638)	(359,489)	(248,309)	(1,033,419)	(864,507)
	(1,033,675)	(85,301)	(894,457)	(888,133)	(397,818)	(307,919)	(581,167)	(387,676)	(2,907,117)	(1,669,029)
Net turnover	5,816,786	5,354,776	4,058,006	3,848,574	2,233,787	2,230,160	2,207,424	1,701,955	14,315,266	13,134,536
Cost of sales - note 13.1 and 14	(5,490,708)	(5,093,927)	(2,798,456)	(2,938,425)	(1,571,334)	(1,633,892)	(1,688,579)	(1,311,879)	(11,548,340)	(10,977,194)
Gross profit	326,078	260,849	1,259,550	910,149	662,453	596,268	518,845	390,076	2,766,926	2,157,342
Selling and distribution expenses	(99,440)	(79,526)	(112,299)	(92,529)	(399,109)	(395,646)	(232,948)	(208,107)	(843,796)	(775,808)
Administration and general expenses	(58,727)	(52,344)	(94,655)	(79,988)	(103,065)	(93,261)	(61,207)	(97,399)	(317,654)	(322,992)
Operating result	167,911	128,979	1,052,596	737,632	160,279	107,361	224,690	84,570	1,605,476	1,058,542

	Polyester		Soda Ash		Life Sciences		Chemicals and Agri Sciences		Company	
	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)
Segment Assets	11,286,461	10,851,731	24,743,908	24,294,504	8,033,199	8,164,379	8,874,539	8,482,903	38,327,934	37,671,978
Unallocated Assets									5,444,061	6,550,689
									43,771,995	44,222,667
Segment Liabilities	15,296,643	14,848,186	2,091,489	2,755,858	3,720,799	3,957,050	1,640,051	1,631,871	8,138,809	9,071,426
Unallocated Liabilities									15,915,385	15,944,198
									24,054,194	25,015,624

Note: Inter unit current account balances of respective businesses have been eliminated from the total.

For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
(Unaudited)	

13.1 Turnover

Inter-segment sales and purchases have been eliminated from the total.

737 929

13.2 Transactions among the business segments are recorded at arm's length prices using admissible valuation methods.

13.3 Turnover includes export sales made to various countries amounting to:

390,601 407,298

14 Cost of sales

Opening stock of raw and packing materials

5,482,391 4,497,008

Purchases

6,940,178 7,429,819

12,422,569 11,926,827

Closing stock of raw and packing materials

(4,803,149) (4,813,267)

Raw and packing materials consumption

7,619,420 7,113,560

Manufacturing costs

3,286,011 2,939,169

10,905,431 10,052,729

Opening stock of work-in-process

216,709 63,754

11,122,140 10,116,483

Closing stock of work-in-process

(320,639) (148,895)

Cost of goods manufactured

10,801,501 9,967,588

Opening stock of finished goods

4,142,065 4,176,802

Finished goods purchased

1,380,990 1,887,542

16,324,556 16,031,932

Closing stock of finished goods

(4,776,216) (5,054,738)

11,548,340 10,977,194

15 Taxation

Current

492,034 382,462

Prior year

Deferred

(100,839) (147,655)

391,195 234,807

16 Cash flows from operations

Profit before taxation

1,317,569 892,329

Adjustments for:

Depreciation and amortisation

647,697 667,915

(Gain) / loss on disposal of operating fixed assets

(8) 9,032

Provision for non-management staff gratuity and eligible retired employees' medical scheme

8,943 8,595

Provision for staff retirement benefit plan

14,467 5,944

Dividend from Subsidiary

- (50,000)

Dividend from associate

(260,000) (180,000)

Interest expense

488,624 315,728

Provision for doubtful trade debts

(10,040) 3,765

Provision for slow moving and obsolete stock-in-trade

10,284 39,965

Provision for slow moving and obsolete stores, spares and consumables

- 8

Interest on bank deposits

(4,786) (534)

2,212,750 1,712,747

Movement in:

Working capital - note 16.1

448,608 (580,819)

Long-term loans

24,246 (20,037)

Long-term deposits and prepayments

467 1,776

Cash generated from operations

2,686,071 1,113,667

16.1 Movement in working capital**(Increase) / decrease in current assets**

Stores, spares and consumables

(41,709) (13,094)

Stock-in-trade

(69,123) (1,319,301)

Trade debts

66,487 155,103

Loans and advances

19,634 (89,489)

Trade deposits and short-term prepayments

(205,246) (94,753)

Other receivables

192,286 (15,693)

(37,671) (1,377,227)

Increase / (Decrease) in current liabilities

Trade and other payables

486,279 796,408

486,279 (580,819)

Amounts in PKR '000

For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
(Unaudited)	

17 Transactions with related parties

The related parties comprise the holding company (Lucky Cement Holding Limited) and related group companies, associated company, subsidiary companies, directors of the Company, companies where directors also hold directorship, key employees and staff retirement funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these unconsolidated financial statements are as follows:

Relationship with the company	Nature of Transaction		
Parent Company	Dividend	227,458	-
Subsidiary Company	Purchase of electricity	191,356	202,533
	Provision of services and other receipts	495	495
	Sale of goods and material	1,084	369
	Purchase of goods, materials and services	2,826	-
	Loan to Subsidiary	35,000	-
	Interest Income on Loan	1,086	-
	Reimbursement of expenses	1,694	-
Associated Companies	Royalty	98,748	92,034
	Purchase of goods, materials and services	437,207	19,021
	Sale of goods and materials	638,691	486,042
	Reimbursement of expenses	19,585	17,096
	Dividend income from associate	260,000	180,000
	Dividend	125,581	676,210
Others	Staff retirement benefits	50,195	46,505
Key management personnel	Remuneration paid	68,549	63,627
	Post employment benefits	9,404	8,209
	Director meeting fee	975	700
	Dividends	2,180	4,543

18 Estimates

Judgments and estimates made by the management in the preparation of the condensed interim unconsolidated financial statements were the same as those that were applied to the annual unconsolidated audited financial statements as at and for the year ended June 30, 2019.

19 Standards, amendments and interpretations adopted during the period

The accounting policies adopted in the preparation of these condensed interim unconsolidated financial statements are consistent with those of the previous financial year.

20 Financial risk management

The Company's financial risk management objective and policies are consistent with that disclosed in the annual unconsolidated audited financial statements as at and for the year ended June 30, 2019.

21 Date of authorisation

The condensed interim unconsolidated financial information was authorised for issue in the Board of Directors meeting held on 28th October, 2019.

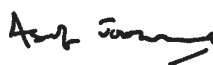
22 General

22.1 Corresponding figures have also been rearranged and reclassified, wherever necessary, for better presentation. However, there has been no material reclassification to report.

22.2 Figures have been rounded off to the nearest thousand rupees except as stated otherwise.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer



ICI PAKISTAN LTD.



ICI Pakistan Limited and its Subsidiary Companies Consolidated Financial Statements

Review of the Directors for the Quarter Ended September 30, 2019

The Directors are pleased to present their review together with the unaudited Group results of ICI Pakistan Limited for the quarter ended September 30, 2019. The ICI Pakistan Group comprises ICI Pakistan Limited, and its subsidiaries of ICI Pakistan PowerGen Limited (PowerGen), Cirin Pharmaceuticals (Private) Limited (Cirin) and NutriCo Morinaga (Private) Limited (NutriCo Morinaga).

The Directors report, which provides a commentary on the performance of ICI Pakistan Limited for the quarter ended September 30, 2019, has been presented separately.

Net turnover of PowerGen for the quarter under review stood at PKR 202 million, being 17% higher as compared to the SPLY due to an increase in furnace oil price by 11%. The sale of electricity units was higher by 11% versus the SPLY, as the company started to sell electricity to its associate concern, NutriCo Morinaga (Pvt) Limited. Overall, the operating profit rose by 13% against the SPLY.

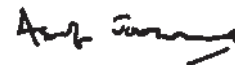
Cirin achieved net sales of PKR 205 million, 24% higher as compared to the SPLY. The sales growth was achieved across local and export markets, despite the temporary ban on imports from India, which led to a significant loss of sales of life-saving medicines during the period under review. Operating profit for the period under review was PKR 8 million, an increase of 116% as compared to operating loss of PKR 51 million in the SPLY. The improvement in operating profit was achieved primarily on the back of a better sales mix and improved manufacturing efficiencies.

The construction of a state-of-the-art NutriCo Morinaga manufacturing facility was completed and the plant was inaugurated in September 2019. The 12,000 tonnes per annum facility, which adheres to international standards, is aimed at ensuring that infants are provided with safe, clean and hygienic formula at competitive prices. Trial runs are in process and commercial operations at the facility expected to commence during second quarter of financial year 2020. During the period, the Company generated income of PKR 2 million on its bank deposits, while incurring administrative and general expenses of PKR 4 million, translating into a net loss of PKR 1 million.

On a consolidated basis (including the results of the Company's subsidiaries: PowerGen, Cirin and NutriCo Morinaga), PAT for the quarter under review, at PKR 836 million is 53% and EPS at PKR 9.05 is 55% higher as compared to the SPLY. The Company recognised PKR 147 million as share of profit from NutriCo Pakistan (Private) Limited.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive

Dated: October 28, 2019
Karachi

ڈائریکٹرز کا جائزہ برائے سہ ماہی ختم شدہ 30 ستمبر 2019

ڈائریکٹرز آئی سی آئی پاکستان لمیٹڈ کے غیر آڈٹ شدہ گروپ رزلٹس برائے سہ ماہی ختم شدہ 30 ستمبر 2019 پیش کرتے ہوئے خوشی محسوس کر رہے ہیں۔ آئی سی آئی پاکستان گروپ، آئی سی آئی پاکستان لمیٹڈ اور اس کے ذیلی اداروں آئی سی آئی پاکستان پاور جن لمیٹڈ (پاور جن)، سرن فارماسیوٹیکلز (پرائیویٹ) لمیٹڈ (سرن) اور نیوٹری موریناگا (پرائیویٹ) لمیٹڈ پر مشتمل ہے۔

30 ستمبر 2019 کو ختم شدہ سہ ماہی کیلئے آئی سی آئی پاکستان لمیٹڈ کی کارکردگی کی وضاحت پر مشتمل ڈائریکٹرز رپورٹ علیحدہ سے پیش کی جا چکی ہے۔

پاور جن کا مجموعی کاروبار 30 ستمبر 2019 کو ختم شدہ سہ ماہی کے لئے 202 ملین روپے بتا ہے جو کہ فرنیس آئل کی قیمتوں میں 11 فیصد تک اضافے کے سبب گزشتہ سال کی اسی مدت کے مقابلے میں 17 فیصد زائد ہے۔ اس مدت کے دوران بجلی کی فروخت میں 11 فیصد اضافہ ہوا۔ کمپنی نے اپنے متعلقہ ادارے نیوٹری کو موریناگا پرائیویٹ لمیٹڈ کو بجلی کی فروخت شروع کر دی۔ مجموعی طور پر گزشتہ سال کی اسی مدت کے مقابلے میں کاروباری منافع 13 فیصد زائد رہا۔

سرن نے 205 ملین روپے کا مجموعی کاروبار کیا جو گزشتہ سال کے اسی عرصہ کے مقابلے میں 24 فیصد زائد ہے۔ کمپنی انڈیا سے درآمدات پر عارضی پابندی کے باوجود مقامی اور ایکسپورٹ مارکیٹ میں اضافی سیلز حاصل کرنے میں کامیاب رہی۔ انڈیا سے درآمدات پر پابندی سے اسی مدت کے دوران زندگی بچانے والی ادویات کی سیلز میں کافی نقصان اٹھانا پڑا۔ زیر جائزہ مدت کے دوران آپریٹنگ منافع 116 فیصد اضافے کے ساتھ 8 ملین روپے رہا، اس کے مقابلے میں گزشتہ سال کی اسی مدت کے دوران آپریٹنگ نقصان 51 ملین روپے تھا۔ آپریٹنگ منافع میں اضافے کی اہم وجہ مجموعی سیلز میں اضافے کے بہتر مینوفیکچرنگ سہولیات ہیں۔

نیوٹری کو موریناگا (پرائیویٹ) لمیٹڈ موریناگا کی جدید مینوفیکچرنگ سہولت کی تکمیل ہو چکی ہے اور ستمبر 2019 میں پلانٹ کا افتتاح کیا گیا۔ 12 ہزار ٹن سالانہ پروڈکشن کی یہ سہولت، عالمی معیاروں کے عین مطابق یہ مقصد رکھتی ہے کہ بچوں کو مسابقتی قیمتوں پر محفوظ، صاف اور صحت کے بھرپور فارمولا فراہم کیا جائے۔ یہاں تجرباتی پروڈکشن کا عمل جاری ہے اور توقع کی جا رہی ہے کہ مالیاتی سال 2020 کی دوسری سہ ماہی کے دوران کمرشل آپریشن بھی شروع ہو جائے گا۔ زیر جائزہ عرصہ کے دوران کمپنی نے اپنے بینک ڈپازٹس پر 2 ملین روپے آمدنی کمائی جبکہ اس دوران 4 ملین روپے کے عمومی اور انتظامی اخراجات برداشت کئے، نتیجے میں ایک ملین روپے نقصان ہوا۔

مجموعی بنیادوں پر کمپنی نے اپنے ذیلی اداروں آئی سی آئی پاکستان پاور جن لمیٹڈ، سرن فارماسیوٹیکلز (پرائیویٹ) لمیٹڈ اور نیوٹری کو موریناگا (پرائیویٹ) لمیٹڈ کے ساتھ بعد از ٹیکس منافع برائے زیر جائزہ مدت 53 فیصد کے ساتھ 836 ملین روپے حاصل کیا اور فی ٹینٹر منافع 9.05 روپے رہا جو کہ گزشتہ سال کے اسی عرصے کے مقابلے میں 55 فیصد زائد ہے۔ کمپنی نے نیوٹری کو پاکستان (پرائیویٹ) لمیٹڈ کی جانب سے منافع کے حصے کے طور پر 147 ملین روپے حاصل کئے۔

محمد سہیل ثناء

آصف جمعہ
چیف ایگزیکٹو

محمد سہیل ثناء

چیزمین / ڈائریکٹر

12 اکتوبر 2019

کراچی

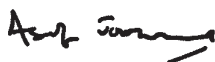
ICI Pakistan Limited
Condensed Interim Consolidated Statement of Financial Position
As at September 30, 2019

		Amounts in PKR '000	
		September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
ASSETS			
Non-current assets			
	Property, plant and equipment	25,973,814	25,873,777
	Intangible assets	1,695,018	1,695,889
		<u>27,668,832</u>	<u>27,569,666</u>
	Long-term investments	1,365,621	1,478,273
	Long-term loans	428,492	449,110
	Long-term deposits and prepayments	47,577	45,739
		<u>1,841,690</u>	<u>1,973,122</u>
		<u>29,510,522</u>	<u>29,542,788</u>
Current assets			
	Stores, spares and consumables	1,111,506	1,050,552
	Stock-in-trade	10,180,737	10,126,730
	Trade debts	2,412,724	2,443,286
	Loans and advances	511,984	586,619
	Trade deposits and short-term prepayments	531,662	320,668
	Other receivables	2,131,907	2,233,836
	Taxation - net	2,448,962	2,727,397
	Cash and bank balances	262,366	423,888
		<u>19,591,848</u>	<u>19,912,976</u>
		<u>49,102,370</u>	<u>49,455,764</u>
EQUITY AND LIABILITIES			
Share capital and reserves			
	Authorised capital 1,500,000,000 (June 30, 2019: 1,500,000,000) ordinary shares of PKR 10 each	<u>15,000,000</u>	15,000,000
	Issued, subscribed and paid-up capital 92,359,050 (June 30, 2019: 92,359,050) ordinary shares of PKR 10 each	923,591	923,591
	Capital reserves	309,643	309,643
	Revenue reserve - unappropriated profit	18,400,759	17,973,867
	Surplus on revaluation of property, plant and equipment - net of tax Attributable to the equity holders of the holding company	737,853	744,266
		<u>20,371,846</u>	<u>19,951,367</u>
	Non-controlling interests	1,437,067	1,437,617
	Total equity	<u>21,808,913</u>	<u>21,388,984</u>
Non-current liabilities			
	Provisions for non-management staff gratuity	115,558	113,012
	Long-term loans	8,969,100	9,454,765
	Deferred tax liability - net	1,643,627	1,747,425
		<u>10,728,285</u>	<u>11,315,202</u>
Current liabilities			
	Trade and other payables	8,022,036	7,174,344
	Accrued mark-up	488,788	433,649
	Short-term financing	6,038,277	7,356,142
	Current portion of long-term loans	1,926,253	1,693,925
	Unclaimed dividend	89,818	93,518
		<u>16,565,172</u>	<u>16,751,578</u>
	Total equity and liabilities	<u>49,102,370</u>	<u>49,455,764</u>
Contingencies and commitments			
			12

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



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Consolidated Statement of Profit or Loss (Unaudited)
For the Quarter Ended September 30, 2019

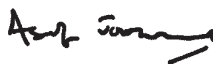
Amounts in PKR '000

	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Net turnover - note 13	14,516,209	13,299,247
Cost of sales - note 13 and 14	(11,668,244)	(11,090,356)
Gross profit	2,847,965	2,208,891
Selling and distribution expenses	(879,285)	(815,029)
Administration and general expenses	(329,754)	(361,401)
Operating result - note 13	1,638,926	1,032,461
Finance costs	(496,663)	(318,956)
Exchange gain / (loss)	20,782	(11,900)
Workers' profit participation fund	(71,285)	(48,501)
Workers' welfare fund	(24,523)	(17,773)
Other charges	(12,077)	(18,143)
	(583,766)	(415,273)
Other income	24,602	43,049
Share of profit from associate	147,348	124,526
Profit before taxation	1,227,110	784,763
Taxation - note 15	(391,584)	(239,229)
Profit after taxation	835,526	545,534
Attributable to:		
Owners of the Holding Company	836,095	538,423
Non-controlling interests	(569)	7,111
	835,526	545,534
	(PKR)	
Basic and diluted earnings per share	9.05	5.83

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



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

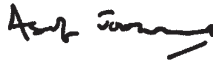
ICI Pakistan Limited
Condensed Interim Consolidated Statement of Other Comprehensive Income (Unaudited)
For the Quarter Ended September 30, 2019

	Amounts in PKR '000	
	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Profit after taxation	835,526	545,534
Total comprehensive income for the period	835,526	545,534
Attributable to:		
Owners of the Holding Company	836,095	538,423
Non-Controlling interests	(569)	7,111
	835,526	545,534

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



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Consolidated Statement of Cash Flows (Unaudited)
For the Quarter Ended September 30, 2019

Amounts in PKR '000

September 30, 2019	September 30, 2018
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Cash flows from operating activities

Cash generated from operations - note 16	2,631,535	1,088,653
Payments for:		
Non-management staff gratuity and eligible retired employees' medical scheme	(5,379)	(4,426)
Staff retirement benefit plans	(10,358)	(10,713)
Taxation	(216,947)	(136,242)
Interest	(441,524)	(299,213)
Net cash generated from operating activities	1,957,327	638,059

Cash flows from investing activities

Capital expenditure	(810,146)	(1,463,251)
Proceeds from disposal of operating fixed assets	25	4,060
Dividend received from associate	260,000	180,000
Interest received on bank deposits	7,120	21,630
Net cash used in investing activities	(543,001)	(1,257,561)

Cash flows from financing activities

Long-term loans obtained *	-	300,000
Long-term loans repaid *	(253,337)	(230,842)
Finance lease liability repaid	(946)	(590)
Dividends paid	(3,700)	(3,542)
Net cash (used) / generated from financing activities	(257,983)	65,026
Net increase / (decrease) in cash and cash equivalents	1,156,343	(54,476)
Cash and cash equivalents at the start of the period	(6,932,254)	(5,644,976)
Cash and cash equivalents at the end of the period (Ref. 1)	(5,775,911)	(6,199,452)

Ref 1: Cash and cash equivalents at the end of period comprise of:

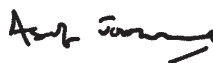
Cash and bank balances	262,366	655,446
Short-term financing	(6,038,277)	(6,854,898)
	(5,775,911)	(6,199,452)

* No non-cash items are included in these activities

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



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited
Condensed Interim Consolidated Statement of Changes in Equity
For the Quarter Ended September 30, 2019

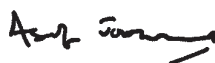
Amounts in PKR '000

	Issued, subscribed and paid-up capital	Capital reserves	Surplus on Revaluation of property, plant and equipment	Revenue reserve - unappropriated profit	Total reserves	Non-controlling interests	Total
As at July 1, 2018 (Audited)	923,591	309,643	821,982	16,551,410	17,683,035	1,426,208	20,032,834
Final dividend of PKR 8.50 per share for the year ended June 30, 2018	-	-	-	(785,052)	(785,052)	-	(785,052)
Profit for the period	-	-	-	538,423	538,423	7,111	545,534
Other comprehensive income for the period - net of tax	-	-	-	-	-	-	-
Total comprehensive income	-	-	-	538,423	538,423	7,111	545,534
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(6,298)	6,298	-	-	-
As at September 30, 2018 (Unaudited)	923,591	309,643	815,684	16,311,079	17,436,406	1,433,319	19,793,316
Interim dividend of PKR 4.50 per share for the year ended June 30, 2019	-	-	-	(415,616)	(415,616)	-	(415,616)
Profit Restated	-	-	-	(14,959)	(14,959)	-	(14,959)
Profit for the period	-	-	-	1,998,927	1,998,927	4,298	2,003,225
Other comprehensive income for the period - net of tax	-	-	-	23,018	23,018	-	23,018
Total comprehensive income	-	-	-	2,021,945	2,021,945	4,298	2,026,243
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(71,418)	71,418	-	-	-
As at June 30, 2019 (Restated)	923,591	309,643	744,266	17,973,867	19,027,776	1,437,617	21,388,984
Final dividend of PKR 4.50 per share for the year ended June 30, 2019	-	-	-	(415,616)	(415,616)	-	(415,616)
Profit for the period	-	-	-	836,095	836,095	(550)	835,545
Other comprehensive income for the period - net of tax	-	-	-	-	-	-	-
Total comprehensive income	-	-	-	836,095	836,095	(550)	835,545
Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred tax	-	-	(6,413)	6,413	-	-	-
As at September 30, 2019 (Unaudited)	923,591	309,643	737,853	18,400,759	19,448,255	1,437,067	21,808,913

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



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

ICI Pakistan Limited

Notes to the Condensed Interim Consolidated Financial Statements

For the Quarter Ended September 30, 2019

1 Status and nature of business

The Group consists of:

- ICI Pakistan Limited (the "Holding Company");
- ICI Pakistan PowerGen Limited ("PowerGen");
- Cirin Pharmaceuticals (Private) Limited ("Cirin"); and
- NutriCo Morinaga (Private) Limited ("NutriCo Morinaga").

The Holding Company is incorporated in Pakistan and is listed on The Pakistan Stock Exchange Limited.

PowerGen is incorporated in Pakistan as an unlisted public company and is a wholly owned subsidiary company of ICI Pakistan Limited.

Cirin is incorporated in Pakistan as a private limited company and is a wholly owned subsidiary company of ICI Pakistan Limited.

NutriCo Morinaga is incorporated in Pakistan as a private limited company. ICI Pakistan Limited has 51% ownership in NutriCo Morinaga.

The Holding Company is engaged in the manufacture of polyester staple fibre, POY chips, soda ash, specialty chemicals, sodium bicarbonate and polyurethanes; marketing of seeds, toll manufactured and imported pharmaceuticals and animal health products; and merchandising of general chemicals and manufacturing of Masterbatches. It also acts as an indenting agent and toll manufacturer.

PowerGen is engaged in generating, selling and supplying electricity to the Company.

Cirin is engaged in manufacturing and sale of pharmaceutical products.

NutriCo Morinaga is engaged in manufacturing of infant milk powder.

The Holding Company's registered office is situated at 5 West Wharf, Karachi.

The condensed interim consolidated financial statements comprise the consolidated statement of financial position of ICI Pakistan Limited and its subsidiary companies, ICI Pakistan PowerGen Limited, Cirin Pharmaceuticals (Private) Limited and NutriCo Morinaga (Private) Limited as at September 30, 2019 and the related consolidated statement of profit or loss, consolidated statement of comprehensive income, consolidated statement of cash flows and consolidated statement of changes in equity together with the notes forming part thereof.

2 Statement of compliance

These condensed interim consolidated financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by International Accounting Standard Board (IASB) as notified under Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

3 Significant accounting policies

The accounting policies and methods of computation adopted for the preparation of these condensed interim consolidated financial statements are the same as those applied in the preparation of the the annual consolidated audited financial statements as at and for the year ended June 30, 2019.

4 Property, plant and equipment

	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Operating assets - at net book value	19,412,089	19,906,253
Capital work-in-progress - at cost - Note 4.2		
Civil works and buildings	1,816,207	1,623,857
Plant and machinery	4,609,600	4,202,960
Advances to suppliers / contractors	135,918	140,707
	6,561,725	5,967,524
Total property, plant and equipment	25,973,814	25,873,777

4.1 Following is the cost of operating fixed assets that have been added / disposed off during the quarter ended September 30, 2019:

	Additions / Transfers		Disposals - NBV	
	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Freehold land	-	25,436	-	-
Lime beds on freehold land	-	79,304	-	-
Buildings on freehold land	4,476	15,240	-	-
Buildings on leasehold land	12,616	605,989	-	(29)
Plant and machinery	153,524	1,270,417	-	(10,498)
Rolling stock and vehicles	-	42,460	-	(4,439)
Furniture and equipment	(4,386)	231,579	(17)	(71)
	166,230	2,270,425	(17)	(15,037)

4.2 The following is the movement in capital work-in-progress during the period / year:

	September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
Opening balance	5,967,524	2,025,105
Addition during the period / year	735,622	6,122,335
	6,703,146	8,147,440
Transferred to operating fixed assets	(141,421)	(2,179,916)
Closing balance	6,561,725	5,967,524

5 Intangible assets

Intangible assets - at net book value - note 5.1

1,695,018	1,695,889
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5.1 Following is the detail of intangible assets:

Brands	1,437,679	1,437,679
Goodwill	206,374	206,374
Others	50,965	51,836
	1,695,018	1,695,889

5.2 Additions to intangible assets:

3,226	20,421
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6 Long-term investments**Unquoted - at equity method**

Associate - NutriCo Pakistan (Private) Limited

Cost of investment - 200,000 ordinary shares (June 30, 2019: 200,000 shares) of PKR 1,000 each and premium of PKR 3,800 (June 30, 2019: 3,800) per share

960,000	960,000
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Post acquisition profits at the beginning

515,773	170,004
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Share of profit for the period / year

147,348	525,769
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Dividend received during the period / year

(260,000)	(180,000)
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Carrying value of associate

1,363,121	1,475,773
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Others

Equity

- Arabian Sea Country Club Limited
250,000 ordinary shares (June 30, 2019: 250,000) of PKR 10 each

2,500	2,500
1,365,621	1,478,273

Amounts in PKR '000

September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
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7 Long-term loans

Considered good

Due from executives and employees	580,194	608,247
Current portion shown under loans and advances (Current assets)	(151,702)	(159,137)
	428,492	449,110

8 Stock-in-trade

It includes items carried at net realisable value of PKR 4,068.764 million (June 30, 2019: PKR 3,924.490 million) on which expense of PKR 28.285 million (June 30, 2019: PKR 56.616 million) was recognized during the period.

9 Long-term loans

Long-term loans - note 9.1	10,895,353	11,148,690
Current portion shown under current liabilities	(1,926,253)	(1,693,925)
	8,969,100	9,454,765

9.1 Following is the movement in Long-term loans during the period / year:

Opening Balance	11,148,690	9,210,056
Obtained during the period / year	-	2,985,024
Repaid during the period / year	(253,337)	(1,046,390)
Closing balance	10,895,353	11,148,690

There is no material change in the terms and conditions of the long-term loans as disclosed in the annual consolidated audited financial statements as at and for the year ended June 30, 2019.

10 Deferred tax liability - net

Deductible temporary differences

Provisions for retirement benefits, doubtful debts and others	(337,190)	(322,714)
Retirement funds provision	(103,780)	(104,622)
Minimum Tax	(28,026)	-
Business Loss	(2,704)	(26,847)

Taxable temporary differences

Property, plant and equipment	2,115,327	2,201,608
	1,643,627	1,747,425

11 Short-term financing

Export refinance	350,000	200,000
Money market	-	1,750,000
Short-term financing - secured	5,688,277	5,406,142
	6,038,277	7,356,142

There is no material change in the terms and conditions of the short-term financing as disclosed in the the annual consolidated audited financial statements as at and for the year ended June 30, 2019 except that the Group availed further facility of ERF amounting to PKR 150 million carrying a mark-up rate of SBP rate + 0.15% per annum and an Istisna facility of PKR 250 million carrying a markup rate of KIBOR + 1.00%. The mark up on running finance during the year ranges from KIBOR + 0.05% to KIBOR + 1% per annum.

During the quarter, the Group has futher converted two of its short-term financing facilities from Conventional Banking to Islamic Banking. The total converted limit of Islamic facilities amounting to PKR 6,000 Million (June 30, 2019: PKR 5,400 Million).

12 Contingencies and commitments

12.1 Claims against the Group not acknowledged as debts are as follows:

Local bodies	71,583	71,583
Others	11,318	11,318
	82,901	82,901

Amounts in PKR '000

September 30, 2019 (Unaudited)	June 30, 2019 (Audited)
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- 12.2** The Commissioner (Appeals), vide appellate order dated August 23, 2019, has remanded back all the issues which were raised by the department in order dated May 29, 2019 relating to sales tax audit for the tax periods July 2013 to June 2014. Remand back proceedings are yet to be initiated by the department.

Furthermore, the department has finalized monitoring proceedings vide order dated September 26, 2019 relating to tax year 2017 through which demand of PKR 11.83 million (inclusive of penalty and default surcharge) has been raised. An appeal against the said order will be filed in due course, while the Group has discharged the said demand. The Group is confident that the case would be decided in the Group's favour.

Except for the above, there are no material changes in the status of custom duty, income tax and sales tax contingencies as reported in the annual unconsolidated audited financial statements as at and for the year ended June 30, 2019.

- 12.3** Commitments in respect of capital expenditure includes various projects **495,407** 820,106

- 12.4** Commitments for rentals under operating lease / Ijarah contracts in respect of vehicles are as follows:

Year		
2019-20	78,809	87,699
2020-21	83,931	93,399
2021-22	89,387	99,471
2022-23	95,197	105,937
2023-24	101,385	-
	<u>448,709</u>	<u>386,506</u>

Payable not later than one year	78,809	87,699
Payable later than one year but not later than five years	369,900	298,807
	<u>448,709</u>	<u>386,506</u>

- 12.5** Outstanding letter of credit (Unutilized PKR 12,086.846 million, June 30, 2019: 13,338.413 million) **4,008,336** 3,197,653

- 12.6** Commitments in respect of Post dated cheques **954,101** 567,784

13 Operating Segment results - Unaudited

Amounts in PKR '000

	Polyester		Soda Ash		Life Sciences		Chemicals and Agri Sciences		Others		Group	
	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
Turnover - note 13.1, 13.2 & 13.3	6,850,461	5,440,077	4,952,463	4,736,707	3,107,087	2,849,509	2,788,591	2,089,631	236,331	202,533	17,694,056	15,144,423
Sales tax	(957,476)	-	(683,685)	(644,874)	(10,859)	(20,281)	(221,678)	(139,367)	(34,339)	(29,428)	(1,873,698)	(833,950)
Commission and discounts	(76,199)	(85,301)	(210,773)	(243,259)	(657,688)	(434,357)	(359,489)	(248,309)	-	-	(1,304,149)	(1,011,226)
	(1,033,675)	(85,301)	(894,458)	(888,133)	(668,547)	(454,638)	(581,167)	(387,676)	(34,339)	(29,428)	(3,177,847)	(1,845,176)
Net turnover	5,816,786	5,354,776	4,058,005	3,848,574	2,438,540	2,394,871	2,207,424	1,701,955	201,992	173,105	14,516,209	13,299,247
Cost of sales - note 13.1 and 14	(5,490,708)	(5,093,927)	(2,798,456)	(2,938,425)	(1,724,249)	(1,772,320)	(1,688,579)	(1,311,879)	(173,224)	(147,983)	(11,668,244)	(11,090,356)
Gross profit	326,078	260,849	1,259,549	910,149	714,291	622,551	518,845	390,076	28,768	25,122	2,847,965	2,208,891
Selling and distribution expenses	(99,440)	(79,526)	(112,298)	(92,529)	(434,599)	(434,867)	(232,948)	(208,107)	-	-	(879,285)	(815,029)
Administration and general expenses	(58,727)	(52,344)	(94,655)	(79,988)	(111,407)	(131,605)	(61,207)	(97,399)	(3,818)	(125)	(329,754)	(361,401)
Operating result	167,911	128,979	1,052,596	737,632	168,285	56,079	224,690	84,570	24,950	24,997	1,638,926	1,032,461

	Polyester		Soda Ash		Life Sciences		Chemicals and Agri Sciences		Others		Group	
	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)	As at September 30, 2019 (Unaudited)	As at June 30, 2019 (Audited)
Segment Assets	11,286,461	10,851,731	24,743,908	24,294,504	8,477,061	9,240,433	8,874,539	8,482,903	4,789,448	4,850,609	43,561,244	43,598,641
Unallocated Assets											5,541,126	5,857,123
											49,102,370	49,455,764
Segment Liabilities	15,296,643	14,848,186	2,091,489	2,755,858	4,265,773	4,180,147	1,640,051	1,631,871	739,103	411,957	9,422,886	9,034,780
Unallocated Liabilities											17,870,571	19,032,000
											27,293,457	28,066,780

Note: Inter unit current account balances of respective businesses have been eliminated from the total.

Amounts in PKR '000

	For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
(Unaudited)		
13.1 Turnover		
Inter-segment sales and purchases have been eliminated from the total	240,877	174,034
13.2 Transactions among the business segments are recorded at arm's length prices using admissible valuation methods.		
13.3 Turnover includes export sales made to various countries amounting to:	390,601	407,298
14 Cost of sales		
Opening stock of raw and packing materials	5,661,616	4,682,248
Purchases	7,012,382	7,529,830
	12,673,998	12,212,078
Closing stock of raw and packing materials	(4,965,296)	(5,030,924)
Raw and packing materials consumption	7,708,702	7,181,154
Manufacturing costs	3,316,377	2,962,798
	11,025,079	10,143,952
Opening stock of work-in-process	242,921	101,132
	11,268,000	10,245,084
Closing stock of work-in-process	(349,265)	(183,803)
Cost of goods manufactured	10,918,735	10,061,281
Opening stock of finished goods	4,222,193	4,227,254
Finished goods purchased	1,393,492	1,911,153
	16,534,420	16,199,688
Closing stock of finished goods	(4,866,176)	(5,109,332)
	11,668,244	11,090,356
15 Taxation		
Current	495,382	390,580
Deferred	(103,798)	(151,351)
	391,584	239,229
16 Cash flows from operations		
Profit before taxation	1,227,110	784,763
Adjustments for:		
Depreciation and amortisation	664,238	681,415
(Gain) / loss on disposal of operating fixed assets	(8)	6,349
Provision for non-management staff gratuity and eligible retired employees' medical scheme	9,666	9,304
Provision for staff retirement benefit plan	14,467	5,944
Share of profit from associate	(147,348)	(124,526)
Interest on bank deposits	(7,120)	(21,630)
Interest expense	496,663	318,956
Provision for doubtful debts	(18,803)	10,692
Provision for slow moving and obsolete stock-in-trade	13,095	60,719
Provision for slow moving stores and spares	-	8
	2,251,960	1,731,994
Movement in:		
Working capital - note 16.1	360,795	(617,310)
Long-term loans	20,618	(30,765)
Long-term deposits and prepayments	(1,838)	4,734
Cash generated from operating activities	2,631,535	1,088,653
16.1 Movement in working capital		
(Increase) / decrease in current assets		
Stores, spares and consumables	(60,954)	(15,556)
Stock-in-trade	(67,102)	(1,374,144)
Trade debts	49,365	180,488
Loans and advances	74,635	(88,391)
Trade deposits and short-term prepayments	(215,121)	(107,693)
Other receivables	101,929	(115,081)
	(117,248)	(1,520,377)
Increase / (Decrease) in current liabilities		
Trade and other payables	478,043	903,067
	360,795	(617,310)

For the 3 months ended September 30, 2019	For the 3 months ended September 30, 2018
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17 Transactions with related parties

The related parties comprise the holding company (Lucky Cement Holdings Limited), related group companies, local associated company, directors of the Company, companies where directors also hold directorship, key employees and staff retirement funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these consolidated financial statements are as follows:

Relationship with the company	Nature of Transaction		
Parent Company	Dividend	227,458	-
Associated Companies	Purchase of goods, materials and services	438,841	63,430
	Sale of goods and materials	638,691	486,043
	Dividend	125,581	676,210
	Reimbursement of expenses	19,585	17,097
	Dividend received from associate	260,000	180,000
	Royalty	98,748	92,034
Others	Staff retirement benefits	50,265	46,505
Key management personnel	Remuneration paid	68,549	63,627
	Post employment benefits	9,404	8,209
	Dividend	2,180	4,543
	Director meeting fee	975	700

18 Estimates

Judgments and estimates made by the management in the preparation of the condensed interim consolidated financial statements were the same as those that were applied to the the annual consolidated audited financial statements as at and for the year ended June 30, 2019.

19 Standards, amendments and interpretations adopted during the period

The accounting policies adopted in the preparation of these condensed interim consolidated financial statements are consistent with those of the previous financial year.

20 Financial risk management

The Group's financial risk management objective and policies are consistent with that disclosed in the the annual consolidated audited financial statements as at and for the year ended June 30, 2019.

21 Date of authorisation

The condensed interim consolidated financial information was authorised for issue in the Board of Directors meeting held on 28th October, 2019.

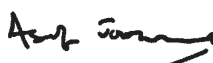
22 General

22.1 Corresponding figures have also been rearranged and reclassified, wherever necessary, for better presentation. However, there has been no material reclassification to report.

22.2 Figures have been rounded off to the nearest thousand rupees except as stated otherwise.



Muhammad Sohail Tabba
Chairman / Director



Asif Jooma
Chief Executive



Muhammad Abid Ganatra
Chief Financial Officer

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