



ANNUAL
ACCOUNTS
JUNE 2017



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CORPORATE INFORMATION

BOARD OF DIRECTORS

CHAIRMAN
MEMBERS

Omer Iqbal Awan
Khalid Ahmed Farid
Ghazala Nadeem
Adrian Mark Janjua
Faredoun Arjani
Samar Hayat
Syed Jawaid Iqbal

AUDIT COMMITTEE

CHAIRMAN
MEMBERS

Syed Jawaid Iqbal
Omer Iqbal Awan
Adrian Mark Janjua

HEAD OF INTERNAL AUDIT & SECRETARY TO THE AUDIT COMMITTEE

Adnan Mudassar

HUMAN RESOURCE & REMUNERATION COMMITTEE

CHAIRMAN
MEMBERS

Ghazala Nadeem
Omer Iqbal Awan
Adrian Mark Janjua

CHIEF EXECUTIVE

Khalid Ahmed Farid

CFO & COMPANY SECRETARY

Mehr Alwy Malik

AUDITORS

Deloitte Yousuf Adil, Chartered Accountants

LEGAL ADVISORS

SurrIDGE & Beecheno

BANKERS

Citibank, N.A.
Habib Bank Limited
Standard Chartered Bank

SHARE REGISTRAR

FAMCO Associates (Pvt)Ltd.
Management Consultants,
8-F, Next to Hotel Faran, Nursery, Block-6,
P.E.C.H.S. Shakra-e-Faisal, Karachi.
Tel: + (92 21) 34380101-2

REGISTERED OFFICE

11th Floor, The Harbour Front, Dolmen City,
HC-3, Block-4, Abdul Sattar Edhi Avenue,
Clifton, Karachi - 75600, Pakistan.
Tel: + (92 21) 3520 5088
Fax: + (92 21) 3529 6150
Web: www.gillettepakistan.com



DIRECTORS' REPORT

On behalf of the Board of Directors (the Board) of Gillette Pakistan Limited ('the Company'), we are pleased to present the audited financial statements of the Company for the year ended June 30, 2017, along with the auditors' report thereon.

Business overview:

The last fiscal year has been another challenging year with sales down 4% vs. last year and significant increase in supply prices leading to a dilution in overall earnings before tax.

During the year, the Company focused on distribution, and closed at the highest ever distribution levels due to coverage expansion. The second half of the year focused on specific interventions to bring the business back to growth by (i) balanced portfolio approach (ii) stronger trade plans and continued focus on disposables vs. system blades. In addition, we also continued to offer our consumers better value promo packs across our portfolio.

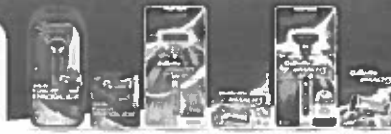
Moving forward, the management's strategy is to become more consumer centric to build the momentum on business behind balance portfolio and stronger trade plans. These interventions enabled us to deliver second half more strongly and continued focus will enable us to turn the business around, and achieve profitable growth in the next year.

Financial Results:

Following are the financial results of the Company for the year ended June 30, 2017:

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 2017

	June 30, 2017	June 30, 2016
	----- Rupees in '000 -----	
Sales - net	1,834,575	1,902,154
Cost of goods sold	(1,506,003)	(1,472,853)
Gross profit	328,572	429,301
<i>GP Ratio</i>	<i>18%</i>	<i>23%</i>
Selling, marketing and distribution expenses	(302,272)	(291,378)
Administrative expenses	(22,234)	(72,678)
Other operating expenses	(99,028)	(19,068)
Bank charges	(17)	(27)
Other income	11,562	28,344
Loss / Profit before tax	(83,417)	74,494
PBT Ratio	-4.5%	3.9%
Income tax expense	(110,045)	(103,817)
Loss after tax	(193,462)	(29,323)
PAT Ratio	-10.5%	-1.5%
	----- Rupees -----	
EPS	(10.1)	(1.53)



The above financial results show a reduction in gross margin by 5%; this is primarily driven by significant increase in supply prices from our supplier. The company implemented product price changes to offset this increase, however, complete impact was not transferred to the consumer during the year to ensure our products are competitive and in-line with pricing strategy. This impact of purchase price also resulted in a negative net realizable value assessment of products in inventory as at June 30, 2017 amounting to Rs. 11.931 million as per note 4.2 to the financial statements.

To improve the profitability of the company, the management has been in discussion with the supplier to get concessions on pricing over certain products which impact the overall revenue of the Company.

Based on the on-going discussion, the Board is pleased to report subsequent to year end the supplier has agreed to give a price reduction in supply price which will significantly improve the profitability in the future.

There has been a 4% increase in selling, marketing and distribution expenses from previous year. A portion is due to continued focus on selling and marketing activities to enable greater distribution and reach within the Gillette consumers. Transport and Warehousing costs were down in line with sales for the year.

The decrease in Administrative and Selling expenses is due to a decrease in pension indexation from 7.75% to 4.75% amounting to Rs. 33.15 million. The Trustees and Board are in concurrence with 4.75%, over and above current Pakistan inflation rate. (Refer to notes 2.10 and 16.1)

Other operating expenses includes foreign exchange loss on foreign currency liabilities amounting to Rs. 31.5 million (last year Rs 2.6 million gain). Other operating expenses also includes Rs. 12 million written off refundable claim lodged with Custom Authorities for re-export of products from prior years and Rs. 46 million of stock written off behind Braun obsolete inventory due to low sales run-rate.

There was a reduction in interest income due to maturing of term deposits and reduction in cash position due to payment paid to suppliers.

The current inventory at the balance sheet date holds certain SKUs costing Rs. 80.3 million which are being carried at net realizable value and the impact of this to the profit and loss account is a hurt of Rs. 11.93 million.

Dividend:

The Board reviewed the financial results of the Company along with the financial position for the year ended June 30, 2017 and has decided to not pay dividend for the year.

Board of Directors:

There were no changes in the Board of Directors or senior executives for fiscal year 16/17. No casual vacancies occurred on the Board.

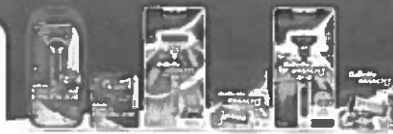
Code of Conduct:

The Board has adopted a Code of Conduct defining therein acceptable and unacceptable behaviors. The Board has taken steps to disseminate this Code throughout the company along with supporting policies and procedures and this Code has been put on the company's website available at www.gillettepakistan.com as well.

Code of Corporate Governance:

In compliance with the Code of Corporate Governance, the Board hereby states as follows:

- The financial statements, prepared by the management of the Company, present fairly its state of affairs, the results of its operations, cash flows and changes in equity.
- Proper books of account of the Company have been maintained.
- Appropriate accounting policies have been consistently applied in the preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment.



- International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements.
- The Board is ultimately responsible for the Company's system of Internal Control and its effectiveness. Such a system is designed to minimize the risk of any material misstatement or loss rather than eliminate the same. The Company maintains sound internal control system considering the size and nature of the business which gives reasonable assurance against any material misstatement or loss. The Internal Control system is regularly reviewed and has been formalized by the Board's Audit Committee and is updated as and when needed.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- The Company is a subsidiary of The Series Acquisition B.V., Netherlands which is a subsidiary of P&G, USA. The parent company holds 91.39% shares of the Company.
- The earnings per share of the Company are disclosed in the financial statements.
- Key operating and financial data for six years in summarized form is given in "Annexure A" to the directors' report.
- Information about taxes and levies is given in the notes to the financial statements.
- The value of investments of provident and pension funds on the basis of un-audited financial statements as at June 30, 2017 amounts to Rs 2.752 million and Rs. 129.95 million respectively.
- Details and attendance of directors in meetings of Board of Directors, Audit Committee and Human Resource & Remuneration Committee are in "Annexure B" to the directors' report.
- The pattern of shareholding and additional information regarding pattern of shareholding as at June 30, 2017 is in "Annexure C" to the directors' report.
- Evaluation of the Board had been carried based on the feedback received from six directors out of seven. In September 2016, one director completed the Director Certification course whereas the remaining directors shall acquire the certification and complete the process by June 30, 2018 as required under CCG.
- No trade in shares of the Company was carried out by any executive of the Company.
- We confirm that all other material principles enshrined in the CCG have been complied with in all aspect.
- A statement of compliance with the code of corporate governance is given on page 14.

Statement in compliance with section 218 of the Companies Ordinance, 1984

A statement in compliance with section 218 of the Companies Ordinance, 1984 is in "Annexure D" of the directors' report.

External auditors

M/s. Deloitte Yousuf Adil, Chartered Accountants retire and being eligible have offered them selves for re-appointment as statutory auditors of the Company for the year ending June 30, 2018.

The Board would like to take this opportunity to express its appreciation to the employees of the Company for the commitment, hard work and co-operation throughout the year. We would also like to thank our shareholders for their continued support.

On behalf of the Board,

Khalid Ahmed Farid
Chief Executive Officer

Syed Jawaid Iqbal
Director

September 26, 2017
Karachi



KEY OPERATING AND FINANCIAL DATA

Annexure "A"

		FY11/12	FY12/13	FY13/14	FY14/15	FY15/16	FY16/17
INCOME STATEMENT							
Net Sales	Rs. in '000	1,408,301	1,769,225	2,060,302	2,079,790	1,902,154	1,834,575
Cost of Goods Sold	Rs. in '000	(1,017,362)	(1,143,145)	(1,600,903)	(1,551,442)	(1,472,853)	(1,506,003)
Gross Profit	Rs. in '000	390,939	626,080	459,399	528,348	429,301	328,572
GP Ratio	%	27.8%	35.4%	22.3%	25.4%	22.6%	17.9%
Other income	Rs. in '000	26,397	39,850	54,141	80,390	28,344	11,562
Selling, marketing and distribution expense	Rs. in '000	(253,704)	(257,467)	(288,009)	(313,440)	(291,378)	(302,272)
Administrative expenses	Rs. in '000	(33,056)	(47,379)	(56,525)	(58,328)	(72,678)	(22,234)
Other operating expenses	Rs. in '000	(2,691)	(29,373)	(5,452)	(4,470)	(19,068)	(99,028)
Bank charges	Rs. in '000	(314)	(50)	(45)	(95)	(27)	(17)
Profit / Loss before tax	Rs. in '000	127,571	331,661	163,509	232,405	74,494	(83,417)
PBT Ratio	%	9.1%	18.7%	7.9%	11.2%	3.9%	-4.5%
Income tax expense	Rs. in '000	(65,981)	(81,780)	(105,798)	(115,808)	(103,817)	(110,045)
Profit / Loss after tax	Rs. in '000	61,590	249,881	57,711	116,597	(29,323)	(193,462)
PAT Ratio	%	4.4%	14.1%	2.8%	5.6%	-1.5%	-10.5%
EPS	(Rs./share)	3.21	13.01	3.01	6.07	(1.53)	(10.08)
Dividends	(Rs./share)	Nil	0.50	Nil	5.00	Nil	Nil
		FY11/12	FY12/13	FY13/14	FY14/15	FY15/16	FY16/17
BALANCE SHEET							
Cash & cash equivalents	Rs. in '000	281,279	524,491	494,595	601,985	200,458	108,400
Trade debts	Rs. in '000	149,678	144,539	165,317	241,018	192,618	248,020
Other Receivables	Rs. in '000	24,245	6,925	29,099	21,560	13,119	402,703
Inventory	Rs. in '000	256,824	450,545	596,236	650,445	565,767	582,269
Property Plant & Equipment	Rs. in '000	7,335	-	-	-	-	-
Other Assets	Rs. in '000	62,321	85,284	99,523	83,039	94,090	90,441
Total Assets	Rs. in '000	781,682	1,211,784	1,384,770	1,598,047	1,066,052	1,431,833
Trade Payables	Rs. in '000	248,782	458,838	587,578	605,665	221,809	727,722
Other Payables	Rs. in '000	106,578	84,628	73,510	149,923	121,578	172,999
Deferred liabilities	Rs. in '000	-	2,525	3,821	4,360	6,080	9,166
Equity	Rs. in '000	426,322	665,793	719,861	838,099	716,585	521,946
Total Liability and Equity	Rs. in '000	781,682	1,211,784	1,384,770	1,598,047	1,066,052	1,431,833
Current ratio	Times	2.18	2.23	2.09	2.11	3.10	1.58
Quick ratio (inventory excluded)	Times	1.46	1.40	1.19	1.25	1.46	0.93
Book value per share	Rs. Per share	22.20	34.68	37.49	43.65	37.32	27.18
Receivable days	Days	38.79	29.82	29.29	42.30	36.96	49.35
Inventory days	Days	92.14	143.86	135.94	153.03	140.21	141.12
Payable days	Days	89.26	146.50	133.97	142.49	54.97	176.37



Annexure "B"

Directors' attendance in meetings

During the year ended June 30, 2017, four meetings of the Board of Directors and Audit Committee were held. These were held on September 22, 2016, October 26, 2016, February 22, 2017 and April 24, 2017. The meetings were attended by the directors as under:

Board of Directors' meetings:

Name of Directors	Meeting held during the tenure	Meetings attended
Mr. Omer Iqbal Awan – Chairman	4	3
Mr. Khalid Ahmed Farid	4	4
Mrs. Ghazala Nadeem*	4	2
Mr. Adrian Mark Janjua*	4	4
Mr. Faredoun Arjani	4	-
Mr. Samar Hayat	4	-
Syed Jawaid Iqbal	4	4

*Includes meeting attended by nominating an alternate director

Audit Committee Meetings:

Name of Directors	Meeting held during the tenure	Meetings attended
Syed Jawaid Iqbal – Chairman	4	4
Mr. Omer Iqbal Awan	4	1
Mr. Adrian Mark Janjua*	4	4

*Includes meeting attended by nominating an alternate director

Human Resource and Remuneration Committee:

In addition to above, three meetings of Human Resource and Remuneration Committee were held on December 23, 2016, April 24, 2017 and June 16, 2017 and these meeting were attended by directors as under

Name of Directors	Meeting held during the tenure	Meetings attended
Mrs. Ghazala Nadeem – Chairman	3	3
Mr. Omer Iqbal Awan	3	3
Mr. Adrian Mark Janjua	3	3



Annexure "C"

Pattern of Shareholding:

No. of Shareholders	Shareholding		Total Shares Held
	From	To	
468	1	100	28,640
156	101	500	45,299
27	501	1000	22,135
26	1001	5000	52,470
7	5001	10000	58,600
6	10001	15000	76,500
3	15001	20000	49,520
4	20001	25000	89,680
2	30001	35000	61,600
1	35001	40000	36,500
2	40001	45000	81,600
2	45001	50000	94,800
2	50001	55000	107,900
1	195001	200000	196,385
1	645001	650000	649,800
1	17500001	17550000	17,548,571
709			19,200,000

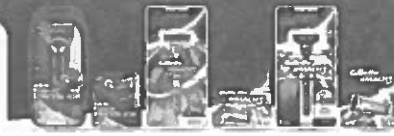
Shareholding by major category:

Shareholders Category	No. of shareholders	No. of Shares	%
Individuals	698	775,243	4.04
Investment Companies	0	0	0
Insurance Companies	-	-	-
Joint Stock Companies	7	676,701	3.52
Financial Institutions	1	1,000	0
Modarabas and Mutual Funds	2	198,485	1.03
Associated Companies undertaking & related parties	1	17,548,571	91.4
Foreigners	-	-	-
Total:	709	19,200,000	100%



Name wise shareholding by category:

Shareholder Category	Number of Shareholders	Number of Share held
Associated Companies, Undertakings and Related Parties (name wise Details)		
Series Acquisition B.V.	1	17,548,571
<i>Mutual Funds (name wise detail)</i>	Nil	Nil
Directors, CEO and their spouse(s) and minor children (name wise details)		
Syed Jawaid Iqbal	1	500
Mr. Khalid Ahmed Farid	1	100
Public Sector Companies and Corporations		
Banks, Development Finance Institutions, Non- Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension funds.	3	199,485
Shareholders holding 5% or more voting rights in the listed company (name wise details)		
Series Acquisition B.V.	1	17,548,571



Annexure "D"

Statement in compliance with section 218 of the Companies Ordinance, 1984

The Board of the Company, on recommendation of Human Resource and Remuneration Committee of the Board, has approved following changes in compensation structure of Chief Executive and CFO & Company Secretary:

- An increment of 12% in base salary of Mr. Khalid Ahmed Farid, Chief Executive with no changes in any other benefits. His revised base salary would be Rs. 531,941 per month, effective May 01, 2017.
- An increment of 3.5% in base salary of Ms. Mehr Malik, CFO & Company Secretary with no changes in any other benefits. Her revised base salary would be Rs. 279,000 per month, effective June 01, 2017.

Both the above executives would continue to receive all other allowances and benefits as applicable to them and as fully disclosed in note 2.10, note 25.1 and 25.2 of the financial statements of the Company for the year ended June 30, 2017. The remuneration of above two executives shall be subject to such increments, adjustments and other entitlements as may be granted from time to time by the Board of the Company and/or in accordance with the rules and regulations of the Company for the time being in force.



- بورڈ داخلی کنٹرول کے نظام اور اس کے موثر ہونے کا کٹھی ذمہ دار ہے۔ اس نظام کو اس طریقے سے تشکیل دیا گیا ہے جس میں نہ صرف کسی مادی غلط بیانی یا نقصان کا کم سے کم احتمال ہے بلکہ ان کو ختم کرنے کی کوشش کی گئی ہے۔ کمپنی نے کاروبار کے حجم اور نوعیت کو مد نظر رکھ کر مضبوط داخلی کنٹرول کا نظام واضح کیا ہے جو کسی بھی غلط بیانی یا نقصان نہ ہونے کی معقول طور پر یقین دہانی کراتا ہے۔ داخلی کنٹرول کے نظام کا باقاعدگی سے جائزہ لیا جاتا ہے اور اسے بورڈ کی آڈٹ کمیٹی ترتیب دیتی ہے اور حسب ضرورت اس کو اپ ڈیٹ رکھتی ہے۔
- کمپنی کے موجودہ صلاحیت میں کام جاری رکھنے میں کسی رکاوٹ کا شائبہ نہیں ہے۔
- کمپنی دی سیریز ایکویزیشن بی وی نیدر لینڈ کا ذیلی ادارہ ہے جو بی اینڈ جی یو ایس اے کی ذیلی کمپنی ہے۔ سرپرست کمپنی کے پاس اس کمپنی کے 91.39% شیئرز موجود ہیں۔
- کمپنی کی فی شیئر آمدنی کا اعلان مالیاتی گوشواروں میں کیا گیا ہے۔
- گزشتہ چھ سال کی بنیادی آپریٹنگ اور مالیاتی معلومات اختصار کے ساتھ ڈائریکٹرز رپورٹ کے "ضمیمہ A" میں درج ہیں۔
- ڈیکسز اور محصولات کی معلومات مالیاتی گوشواروں کے نوٹس میں شامل ہیں۔
- 30 جون 2017 کی تاریخ پر غیر آڈٹ شدہ مالیاتی گوشواروں کی بنیاد پر پراویڈنٹ اور پنشن فنڈز کی سرمایہ کاری کی قدر بالترتیب 2.752 ملین روپے اور 129.95 ملین روپے ہے۔
- بورڈ آف ڈائریکٹرز، آڈٹ کمیٹی اور ہیومن ریسورس اینڈ ریمونیشن کمیٹی کے اجلاسوں میں ڈائریکٹرز کی حاضری کی تفصیلات ڈائریکٹرز رپورٹ کے "ضمیمہ B" میں درج ہیں۔
- شیئر ہولڈنگ کے طرز اور 30 جون 2017 کے شیئر ہولڈنگ کے طرز کی اضافی معلومات ڈائریکٹرز رپورٹ کے "ضمیمہ C" میں درج ہیں۔
- سال کے دوران میں بورڈ نے اپنے ڈائریکٹرز کے لئے بورڈ کے (Evaluation) کا اہتمام کیا اور اسات میں سے چار ڈائریکٹرز کی جانب سے موصول شدہ جوابات کی بنیاد پر اس کی جانچ کی گئی۔ ستمبر 2016 میں ایک ڈائریکٹر نے ڈائریکٹرز ٹھیکٹ کورس مکمل کیا جب کہ بقیہ ڈائریکٹرز اور سی جی کی شرائط کے مطابق 30 جون 2018 تک اس کی کارروائی مکمل کریں گے۔
- کمپنی کے کسی ایگزیکٹو کی جانب سے کمپنی کے شیئرز کی کوئی تجارت نہیں کی گئی۔
- ہم تصدیق کرتے ہیں کہ ہم سی سی جی میں شامل تمام دیگر مادی اصولوں کی ہر لحاظ سے پیروی کرتے ہیں۔
- کوڈ آف کارپوریٹ گورننس کی پیروی کا ایشیئنٹ صفحہ نمبر 14 پر درج ہے۔

کمپنیز آرڈیننس 1984 کے سیکشن 218 پر عمل درآمد کا ایشیئنٹ:

کمپنیز آرڈیننس 1984 کے سیکشن 218 پر عمل درآمد کا ایشیئنٹ ڈائریکٹرز رپورٹ کے "ضمیمہ D" میں درج ہے۔

بیرونی آڈیٹرز

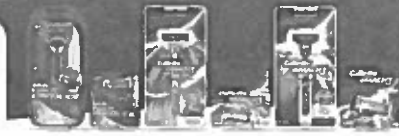
میسرز ڈیلویٹ یوسف عادل، چارٹرڈ اکاؤنٹنٹس ریٹائر ہو گئے ہیں اور اہلیت کی بناء پر سال تختہ 30 جون 2018 کیلئے کمپنی کے قانونی آڈیٹرز کے طور پر اپنے دوبارہ تقرر کی پیشکش کی ہے۔ بورڈ اس موقع پر پورے سال میں کمپنی کے تمام ملازمین کے خلوص، سخت محنت اور تعاون کا اعتراف کرتا ہے۔ ہم اپنے شیئر ہولڈرز کا بھی مستقل تعاون پر شکر ادا کرتے ہیں۔

مخائبہ بورڈ

سید جاوید اقبال
ڈائریکٹر

خالد احمد فرید
چیف ایگزیکٹو

کراچی 26 ستمبر 2017



درج بالا مالیاتی نتائج سے ظاہر ہوتا ہے کہ مجموعی مارجن میں 5% کمی آئی ہے۔ اس کی بنیادی وجہ ہمارے پلاٹرز کی جانب سے پلائی کی قیمتوں میں اضافہ تھی۔ ہم نے اس اضافہ کے اثر کو کم کرنے کیلئے قیمتوں میں کچھ ردوبدل کی تاکہ ہماری مصنوعات کی قیمتیں مسابقتی اور مناسب حکمت عملی کے مطابق ہوں لیکن رواں سال کے دوران اس کا اثر صارفین تک نہیں پہنچ سکا۔ قیمت خرید میں اضافہ کے سبب ۳۰ جون ۲۰۱۷ کے مطابق ہماری مصنوعات کی قدر پر منفی اثر پڑا جس کی وجہ سے 11.931 ملین کا نقصان بھی ہوا۔

کمپنی کی منفعت میں بہتری کیلئے انتظامیہ پلاٹرز سے بعض پروڈکٹس کی قیمتوں میں رعایت پر گفت و شنید کر رہی ہے۔

پلاٹرز سے جاری گفت و شنید کے سلسلے میں بورڈ بمسرت مطلع کرتا ہے کہ پلاٹرز نے سال کے آخر تک قیمتوں میں کمی پر رضامندی کا اظہار کیا ہے جس سے مستقبل کی منفعت میں بہتری آئے گی۔

گزشتہ سال کے مقابلے میں فروخت، مارکیٹنگ اور ڈسٹری بیوشن کے اخراجات میں 14% اضافہ ہوا۔ اس میں ایک بڑا حصہ فروخت اور مارکیٹنگ کی سرگرمیوں پر مسلسل توجہ دینا تھا تاکہ ڈسٹری بیوشن کا دائرہ بڑھا کر جلیٹ کے زیادہ سے زیادہ صارفین تک رسائی حاصل کی جائے۔ سال میں سیلز کے ساتھ ساتھ ٹرانسپورٹ اور ویڑا ڈسٹنگ کی لاگت بھی کم رہی۔

انتظامی اور سیلز اور مارکیٹنگ کے اخراجات میں کمی کا سبب قابل ادائیگی پنشن کیلئے خدمات کی رقم (33.15 ملین روپے) میں کمی آئی تھی۔ اس کی وجہ انتظامیہ کا قابل ادائیگی پنشن میں 4.75% سالانہ اضافہ کا فیصلہ تھا جب کہ گزشتہ سال 7.75% اضافہ کیا گیا تھا۔ ٹریسٹیز اور بورڈ پاکستان میں موجودہ افراط زر کی شرح کے لحاظ سے 4.75% کی شرح پر متفق ہیں۔ (بحوالہ نوٹ 2.10 اور 16.1 جن میں مزید معلومات فراہم کی گئی ہیں)۔

دیگر امور کے اخراجات میں غیر ملکی کرنسی کے قرضہ جات پر 31.5 ملین روپے (گزشتہ سال 2.6 ملین روپے کا فائدہ ہوا تھا) زرمبادلہ کا نقصان ہوا۔

اس کے علاوہ دوسرے اخراجات میں گزشتہ سالوں کے دوران مصنوعات کی دوبارہ برآمد کے سلسلے میں ڈیویڈنڈ کی مد میں خرچ کی گئی 12 ملین روپے کی رقم شامل ہے جس کی واپسی کیلئے کسٹم اتھارٹیز پر کیا گیا دعویٰ ختم کر دیا گیا اور اس کے علاوہ 46 ملین کی مصنوعات کو گوشواروں سے خارج کیا گیا جس کی وجہ Braun کی متروک شدہ مصنوعات ہیں۔

اس کے علاوہ ٹرم ڈپازٹ کی تکمیل مدت (Maturity) کے سبب سود کی مد میں آمدنی میں بھی کمی آئی ہے جس کی وجہ نقد کی پوزیشن میں پلاٹرز کی ادائیگی کی بنا پر کمی آئی تھی۔

نیلنس شیٹ میں درج موجودہ سامان کی فہرست میں بعض ایسے SKUs بھی ہیں جن کی مالیت 80.3 ملین روپے ہے جن کو خالص حقیقی قدر پر لایا گیا ہے اور اس کے اثر سے 11.93 ملین روپے کا نقصان ہوا۔

ڈیویڈنڈ:

بورڈ نے کمپنی کے مالیاتی نتائج کے ساتھ 30 جون 2017 کو ختم ہونے والے سال میں مالیاتی حثیت کا بھی جائزہ لیا اور اس سال ڈیویڈنڈ ادا کرنے کا فیصلہ کیا۔

بورڈ آف ڈائریکٹرز:

مالی سال 2017 میں بورڈ آف ڈائریکٹرز یا سینئر ایگزیکٹوز میں کوئی تبدیلی نہیں آئی اور نہ ہی بورڈ میں کوئی عارضی اسامی پیدا ہوئی۔

ضابطہ اخلاق:

بورڈ نے ایک ضابطہ اخلاق اختیار کیا ہے جس میں قابل قبول اور ناقابل قبول رویوں کی وضاحت کی گئی ہے۔ بورڈ نے ایسے اقدامات کئے ہیں جن سے یہ ضابطہ اخلاق اور اس سے متعلق پالیسیز اور طریقہ کار کو کمپنی کے ہر فرد تک پہنچایا جائے۔ اس کے علاوہ یہ ضابطہ اخلاق کمپنی کی ویب سائٹ www.gillettepakistan.com پر بھی دستیاب ہے۔

کوڈ آف کارپوریٹ گورننس:

کوڈ آف کارپوریٹ گورننس کی پیروی میں بورڈ کا بیان درج ذیل ہے:

- کمپنی کی انتظامیہ کے تیار کردہ مالیاتی گوشواروں میں اس کے معاملات کی شفافیت، اس کے آپریشنز کے نتائج، رقم کے بہاؤ اور ایکویٹی میں تبدیلی کو اچھے طریقے سے پیش کیا گیا ہے۔
- کمپنی کے حسابات کے کھاتوں کو درست طور پر مرتب کیا گیا ہے۔
- مالیاتی گوشوارہ اور حسابات کے تخمینہ کی تیاری میں ہر جگہ حسابات کی پالیسی کو درست طور پر استعمال کیا گیا ہے، اور حسابات کے تخمینوں میں معقولیت اور دانائی پر مبنی فیصلے کئے گئے ہیں۔
- مالیاتی گوشوارے، پاکستان میں لاگو اور موثر بین الاقوامی مالیاتی رپورٹنگ کے معیارات کی بنیاد پر تیار کئے گئے ہیں۔



ڈائریکٹرز رپورٹ

جیلیٹ پاکستان لمیٹڈ ("دی کمپنی") کے بورڈ آف ڈائریکٹرز (دی بورڈ) کی جانب سے ہم کمپنی کے آڈٹ شدہ مالیاتی گوشوارے برائے سال ختمہ 30 جون 2017 اور ان کے ساتھ ساتھ آڈیٹرز کی رپورٹ پیش کرتے ہیں۔

کاروبار کا جائزہ:

گزشتہ مالی سال ایک اور آزمائشی سال تھا کہ اس میں پچھلے سال کے مقابلے میں سبز میں 4% کمی ہوئی جس کی بنیادی وجہ مصنوعات کی رسد کی قیمتوں میں اضافہ تھا۔ اس کے نتیجے میں ہماری قبل از ٹیکس مجموعی آمدنی بھی کم رہی۔

سال کے دوران کمپنی نے ڈسٹری بیوشن پر توجہ مرکوز رکھی اور اب تک کی سب سے اونچی سطح کا ہدف حاصل کیا جو دائرہ کار میں وسعت کا سبب بنا۔ سال کی دوسری ششماہی میں ہم نے کاروبار کو مزید ترقی کی راہ پر گامزن کرنے کیلئے اپنے طریقہ کار میں خصوصی اقدامات شامل کئے جیسے (i) متوازن پورٹ فولیو کا انداز (ii) مضبوط تجارتی منصوبے اور ڈسپوز ایبل بہ مقابلہ سٹم بلیڈ پر خاص توجہ۔ اس کے علاوہ ہم نے اپنے صارفین کو اپنے تمام پورٹ فولیوز بہتر قیمت کے پرومویٹک کے ساتھ پیش کئے۔

مزید برآں انتظامیہ نے متوازن پورٹ فولیو اور مضبوط تجارتی منصوبوں کے ساتھ کاروباری ترقی کی رفتار تیز کرنے کیلئے صارفین پر توجہ مرکوز کرنے کی حکمت عملی اپنائی۔ ان خصوصی اقدامات کی شمولیت سے ہم دوسری ششماہی میں زیادہ مستحکم طریقے سے آگے بڑھنے لگے اور اگر ہمارا یہ سفر ایسا انداز میں جاری رہا تو توقع ہے کہ آئندہ سال میں ہمارے کاروبار میں اضافہ ہوگا اور ہم اپنی منافع بخش ترقی کا ہدف باسانی حاصل کر لیں گے۔

مالیاتی نتائج:

کمپنی کے مالیاتی نتائج سال ختمہ 30 جون 2017 درج ذیل ہیں:

2016 جون 30	2017 جون 30	نفع و نقصان کے حسابات برائے سال ختمہ 30 جون 2017
----- روپے میں '000 -----		
1,902,154	1,834,575	سیلز - خالص
(1,472,853)	(1,506,003)	فروخت کئے گئے سامان کی قیمت
429,301	328,572	مجموعی منافع
23%	18%	مجموعی منافع کی شرح
(291,378)	(302,272)	فروخت، مارکیٹنگ اور ڈسٹری بیوشن کے اخراجات
(72,678)	(22,234)	انتظامی اخراجات
(19,068)	(99,028)	دیگر امور کے اخراجات
(27)	(17)	بینک چارجز
28,344	11,562	دیگر آمدنی
74,494	(83,417)	قبل از ٹیکس منافع / نقصان
3.9%	-4.5%	قبل از ٹیکس منافع / نقصان کی شرح
(103,817)	(110,045)	انگم ٹیکس کے اخراجات
(29,323)	(193,462)	بعد از ٹیکس نقصان
-1.5%	-10.5%	بعد از ٹیکس نقصان کی شرح
----- روپے میں -----		
(1.53)	(10.1)	ای پی ایس



STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

FOR THE YEAR ENDED JUNE 30, 2017

This statement is being presented to comply with the Code of Corporate Governance (CCG) contained in Regulation No. 5.19.24 of The Pakistan Stock Exchange Regulations for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

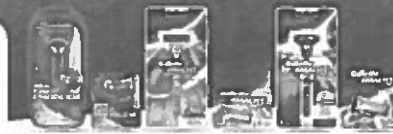
The Company has applied the principles contained in the CCG in the following manner:

1. The Company encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors (the Board). At present the Board includes:

Category	Names
Independent Director	Mr. Syed Jawaid Iqbal
Executive Director	Mr. Khalid Ahmed Farid
Non-Executive Directors	Mr. Omer Iqbal Awan (Chairman) Mrs. Ghazala Nadeem Mr. Samar Hayat Mr. Faredoun Arjani Mr. Adrian Janjua

The independent director on the Board meets the criteria of independence under clause 5.19.1(b) of the CCG.

2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Company.
3. All the resident directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a Development Financial Institution or a Non-Banking Financial Institution or, being a Broker of a stock exchange, has been declared as a defaulter by that stock exchange.
4. No casual vacancy occurred on the Board of Directors of the Company during the year.
5. The Company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions have been taken by the Board including the determination of remuneration and terms and conditions of employment of the Chief Executive Officer (CEO).
8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.



9. Evaluation of the Board was undertaken based on the feedback received from six directors out of seven. In September 2016, one director completed the Director Certification course whereas the remaining directors shall acquire the certification within the prescribed timing as required under CCG.
10. No new appointments of Chief Financial Officer, Company Secretary and Head of Internal Audit have been made during the year. However, the Board, has approved their annual remuneration and terms and conditions of employment.
11. The directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed.
12. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
13. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the CCG.
15. The Board has formed an Audit Committee. It comprises of three members which are all non-executive directors and the Chairman of the committee is an independent director.
16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the CCG. The terms of reference of the committee have been formed and advised to the committee for compliance.
17. The Board has formed an HR and Remuneration Committee. It comprises of 3 members, of whom all are non- executive directors including the Chairman.
18. The Board has outsourced the internal audit function to M/s Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants, who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.
19. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of company's securities, was determined and intimated to directors, employees and stock exchange.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange.
23. The Company has complied with the requirements relating to maintenance of register of persons having access to inside information by designated senior management officer in a timely manner and maintained proper record including basis for inclusion or exclusion of names of persons from the said list.
24. We confirm that all other material principles enshrined in the CCG have been complied with in all respect except for the fact that the minutes of the meetings of Audit Committee were not circulated to three of the Directors who were not members of the Audit Committee and also the Chairman of the Audit Committee did not communicate a synopsis of the proceedings to the Board of Directors.

Khalid Ahmed Farid
Chief Executive Officer

Syed Jawaid Iqbal
Director

September 26, 2017
Karachi

REVIEW REPORT TO THE MEMBERS ON THE STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

Tel: +92 (0) 21 - 3454 6494-7
Fax: +92 (0) 21 - 3454 1314
Web: www.deloitte.com

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Gillette Pakistan Limited (the Company) for the year ended June 30, 2017 to comply with the requirements contained in Regulation No. 5.19 of the Listing Regulations of the Pakistan Stock Exchange Limited, where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.

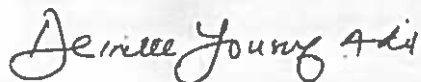
As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval of its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code, as applicable to the Company for the year ended June 30, 2017.

Further, we highlight below instances of non-compliance with the requirement of the Code as reflected in the note reference where these are stated in the Statement of Compliance:

Note reference	Description
24	The minutes of the meetings of Audit Committee were not circulated to three of the Directors who were not members of the Audit Committee and also the Chairman of the Audit Committee did not communicate a synopsis of the proceedings to the Board of Directors.



Chartered Accountants

Engagement Partner:
Naresh Kumar

Date: September 29, 2017
Place: Karachi

Member of
Deloitte Touche Tohmatsu Limited

AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **Gillette Pakistan Limited** (the Company) as at June 30, 2017 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
 - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
 - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2017 and of the loss, comprehensive income, its cash flows and changes in equity for the year then ended; and
- d) in our opinion no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

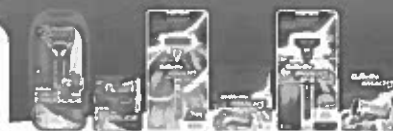
Aemee Yousuf Adil

Chartered Accountants

Engagement Partner:
Naresh Kumar

Date: September 29, 2017
Place: Karachi

Member of
Deloitte Touche Tohmatsu Limited



Balance Sheet

As at June 30, 2017

	Note	June 30 2017	June 30 2016
— (Rupees in '000) —			
ASSETS			
Non-current assets			
Long-term deposits	3	616	616
Current assets			
Stock-in-trade	4	582,269	565,767
Trade debts	5	248,020	192,618
Loans, advances and prepayments		2,945	9,664
Trade deposits		8,631	11,383
Interest receivable on term deposits		173	197
Other receivables	6	402,703	13,119
Other financial assets	7	94,536	186,538
Sales tax refundable		38,493	27,024
Taxation - net		39,583	45,206
Cash and bank balances	8	13,864	13,920
		1,431,217	1,065,436
Total assets		1,431,833	1,066,052
EQUITY			
Share capital and reserves			
Authorized 20,000,000 ordinary shares of Rs.10/- each		200,000	200,000
Issued, subscribed and paid-up capital	9	192,000	192,000
Unappropriated profit		329,946	524,585
Total equity		521,946	716,585
LIABILITIES			
Non-current liabilities			
Deferred liability - gratuity scheme	27	9,166	6,080
Current liabilities			
Trade and other payables	11	900,721	343,387
Total equity and liabilities		1,431,833	1,066,052
Contingencies and commitments	12		

The annexed notes 1 to 30 form an integral part of these financial statements.

KHALID AHMED FARID
Chief Executive Officer

MEHR ALWY MALIK
Chief Financial Officer

SYED JAWAID IQBAL
Director



Profit and Loss Account

For the year ended June 30, 2017

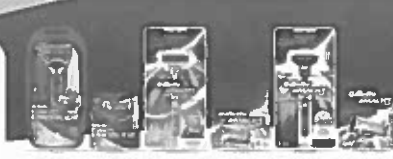
	Note	June 30 2017	June 30 2016
----- (Rupees in '000) -----			
Sales - net	13	1,834,575	1,902,154
Cost of goods sold	14	(1,506,003)	(1,472,853)
Gross profit		328,572	429,301
Selling, marketing and distribution expenses	16	(302,272)	(291,378)
Administrative expenses	17	(22,234)	(72,678)
Other operating expenses	18	(99,028)	(19,068)
Bank charges		(17)	(27)
		(423,551)	(383,151)
Other income	15	11,562	28,344
(Loss) / profit before tax		(83,417)	74,494
Income tax expense	19	(110,045)	(103,817)
Loss after tax		(193,462)	(29,323)
----- Rupees -----			
Loss per share - basic and diluted	20	(10.08)	(1.53)

The annexed notes 1 to 30 form an integral part of these financial statements.

KHALID AHMED FARID
Chief Executive Officer

MEHR ALWY MALIK
Chief Financial Officer

SYED JAWAID IQBAL
Director



Statement of Comprehensive Income

For the year ended June 30, 2017

	June 30 2017	June 30 2016
	— (Rupees in '000) —	
Loss for the year	(193,462)	(29,323)
Other comprehensive income for the year		
Items that may be reclassified subsequently to profit and loss account	-	-
Items that will not be reclassified to profit and loss account		
Remeasurement of post retirement benefit obligations	(1,177)	3,809
Total items that will not be reclassified to profit and loss account	(1,177)	3,809
Total comprehensive income for the year	(194,639)	(25,514)

The annexed notes 1 to 30 form an integral part of these financial statements.

KHALID AHMED FARID
Chief Executive Officer

MEHR ALWY MALIK
Chief Financial Officer

SYED JAWAID IQBAL
Director



Cash Flow Statement

For the year ended June 30, 2017

	Note	June 30 2017	June 30 2016
— (Rupees in '000) —			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash flows from operations	22	28,573	(208,294)
Income taxes paid		(104,422)	(104,086)
Defined benefits paid	27	(27,651)	(25,278)
Net cash used in from operating activities		(103,500)	(337,658)
CASH FLOWS FROM INVESTING ACTIVITIES			
Interest income received		11,442	18,972
Net cash generated from investing activities		11,442	18,972
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid		-	(82,841)
Net cash used in financing activities		-	(82,841)
Net decrease in cash and cash equivalents		(92,058)	(401,527)
Cash and cash equivalents at the beginning of the year		200,458	601,985
Cash and cash equivalents at the end of the year	21	108,400	200,458

The annexed notes 1 to 30 form an integral part of these financial statements.

KHALID AHMED FARID
Chief Executive Officer

MEHR ALWY MALIK
Chief Financial Officer

SYED JAWAID IQBAL
Director



Statement of Changes In Equity

For the year ended June 30, 2017

	Issued, sub- scribed and paid-up capital	Unappro- priated profit	Total
---- (Rupees in '000) ----			
Balance as at July 1, 2015	192,000	646,099	838,099
- Loss for the year	-	(29,323)	(29,323)
- Other comprehensive income	-	3,809	3,809
Total comprehensive income for the year ended June 30, 2016	-	(25,514)	(25,514)
Transactions with owners:			
Final dividend for the year ended June 30, 2015 (Rs. 5 per share)	-	(96,000)	(96,000)
Balance as at June 30, 2016	192,000	524,585	716,585
- Loss for the year	-	(193,462)	(193,462)
- Other comprehensive income	-	(1,177)	(1,177)
Total comprehensive income for the year ended June 30, 2017	-	(194,639)	(194,639)
Balance as at June 30, 2017	192,000	329,946	521,946

The annexed notes 1 to 30 form an integral part of these financial statements.

KHALID AHMED FARID
Chief Executive Officer

MEHR ALWY MALIK
Chief Financial Officer

SYED JAWAID IQBAL
Director



Notes to the Financial Statements

For the year ended June 30, 2017

1. STATUS AND NATURE OF BUSINESS

- 1.1 Gillette Pakistan Limited ("the Company") was incorporated on December 9, 1986 as a public limited company under the Companies Ordinance, 1984 and is a subsidiary of The Series Acquisition B.V. Netherlands (which is a wholly owned subsidiary of The P&G Company, USA). The registered office of the Company is situated at 11th Floor, Harbour Front, Dolmen City, HC-3, Block-4, Abdul Satter Edhi Avenue, Clifton, Karachi-75600 and the Company is listed on Pakistan Stock Exchange (formerly Karachi and Lahore Stock Exchanges). The principal activities of the Company include marketing and selling of blades and razors, personal care products and beauty care appliances.
- 1.2 The financial statements are presented in Pak Rupees, which is the Company's functional and presentation currency.

2. SIGNIFICANT ACCOUNTING POLICIES

2.1. Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

During the year, the Companies Act, 2017 was enacted on May 30, 2017 and came into force at once. Subsequently, the Securities and Exchange Commission of Pakistan has notified through Circular No. 17 of July 20, 2017 that companies whose financial year closes on or before June 30, 2017 shall prepare their financial statements in accordance with the provisions of the repealed Companies Ordinance, 1984. Therefore, these financial statements have been prepared under the Companies Ordinance, 1984.

2.2 Accounting convention

The financial statements have been prepared under the historical cost convention except for the recognition of certain staff retirement benefits at present value as referred to in note 2.12 to these financial statements.



Notes to the Financial Statements

For the year ended June 30, 2017

2.3 New accounting standards / amendments and IFRS interpretations that are effective for the year ended June 30, 2017

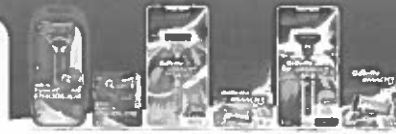
The following standards, amendments and interpretations are effective for the year ended June 30, 2017. These standards, interpretations and the amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than certain additional disclosures.

Standards / amendments / interpretations	Effective Date (accounting periods beginning on or after)
Amendments to IFRS 10 'Consolidated Financial Statements', IFRS 12 'Disclosure of Interests in Other Entities' and IAS 28 'Investments in Associates and Joint Ventures' - Investment Entities: Applying the consolidation exception	January 01, 2015
Amendments to IFRS 11 'Joint Arrangements' - Accounting for acquisitions of interests in joint operations	January 01, 2016
Amendments to IAS 1 'Presentation of Financial Statements' - Disclosure initiative	January 01, 2016
Amendments to IAS 16 'Property Plant and Equipment' and IAS 38 'Intangible Assets' - Clarification of acceptable methods of depreciation and amortization	January 01, 2016
Amendments to IAS 16 'Property Plant and Equipment' and IAS 41 'Agriculture' - Measurement of bearer plants	January 01, 2016
Amendments to IAS 27 'Separate Financial Statements' - Equity method in separate financial statements	January 01, 2016

Certain annual improvements have also been made to a number of IFRSs.

2.3.1 Standards, interpretations and amendments to the published approved accounting standards not yet effective:

The following standards, amendments and interpretations are only effective for accounting periods, beginning on or after the date mentioned against each of them. These standards, interpretations and the amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than certain additional disclosures.



Notes to the Financial Statements

For the year ended June 30, 2017

Standards / amendments / interpretations

Effective Date (accounting periods beginning on or after)

Amendments to IFRS 2 'Share-based Payment' - Clarification on the classification and measurement of share-based payment transactions

January 01, 2018

Amendments to IFRS 10 'Consolidated Financial Statements' and IAS 28 'Investments in Associates and Joint Ventures' - Sale or contribution of assets between an investor and its associate or joint venture

Effective from accounting period beginning on or after a date to be determined. Earlier application is permitted.

Amendments to IAS 7 'Statement of Cash Flows' - Amendments as a result of the disclosure initiative

January 01, 2017

Amendments to IAS 12 'Income Taxes' - Recognition of deferred tax assets for unrealised losses

January 01, 2017

Amendments to IAS 40 'Investment Property': Clarification on transfers of property to or from investment property

January 01, 2018 Earlier application is permitted.

IFRIC 22 'Foreign Currency Transactions and Advance Consideration': Provides guidance on transactions where consideration against non-monetary prepaid asset deferred income is denominated in foreign currency.

January 01, 2018
Earlier application is permitted.

IFRIC 23 'Uncertainty over Income Tax Treatments': Clarifies the accounting treatment in relation to determination of taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates, when there is uncertainty over income tax treatments under IAS 12 'Income Taxes'.

January 01, 2019

Certain annual improvements have also been made to a number of IFRSs.

Other than the aforesaid standards, interpretations and amendments, the International Accounting Standards Board (IASB) has also issued the following standards which have not been adopted locally by the Securities and Exchange Commission of Pakistan:

- IFRS 1 – First Time Adoption of International Financial Reporting Standards
- IFRS 9 – Financial Instruments
- IFRS 14 – Regulatory Deferral Accounts
- IFRS 15 – Revenue from Contracts with Customers
- IFRS 16 – Leases
- IFRS 17 – Insurance Contracts



Notes to the Financial Statements

For the year ended June 30, 2017

2.4 Impairment

Financial assets

The Company assesses at each balance sheet date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

Impairment losses are recognized in profit and loss account and reflected in an allowance account against loans and receivables or held-to-maturity investment securities. Interest on impaired assets continues to be recognised through unwinding of discount. If an event occurring subsequent to the recognition of impairment causes reversal of the impairment loss, the reversal in impairment loss is made through profit and loss account.

Non-financial assets

The Company assesses at each balance sheet date whether there is any indication that non-financial assets other than stock-in-trade may be impaired. If such indication exists, the carrying amounts of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying values exceed the respective recoverable amount, assets are written down to their recoverable amounts and the resulting impairment loss is recognized in profit and loss account. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

Where impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised recoverable amount and reversal of impairment loss is recognized immediately in profit and loss account, but however the carrying amount is increased to the extent that the revised carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset in prior years.

2.5 Operating lease

Leases in which a significant portion of the risks and rewards of ownership is retained by the lessor are classified as operating lease. Rentals payable under operating leases are charged to profit and loss account on a straight-line basis over the term of the relevant lease (refer note 12.2.1).

2.6 Investments

Recognition

All purchases and sales of investments are recognized using trade date accounting. Trade date is the date that the Company commits to purchase or sell the investment.



Notes to the Financial Statements

For the year ended June 30, 2017

Held-to-maturity

Held to maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that the Company has the positive intent and ability to hold to maturity. Held to maturity investments are initially recognized at cost inclusive of transaction cost and are subsequently carried at amortized cost using effective interest rate method, less any impairment losses. This method uses an effective interest rate that exactly discounts estimated future cash receipts through the expected life of the investment to its net carrying amount. Gains and losses are recognized in the income statement when the investments are de-recognized or impaired, as well as through the amortization process.

Derecognition

All investments are derecognized when the rights to receive cash flows from the investments have expired or have been transferred and the Company has transferred substantially all risks and rewards of ownership.

2.7 Stock-in-trade

Stocks are valued at the lower of cost and estimated net realizable value. Costs are determined by using the first-in, first-out method except for goods-in-transit which are valued at the actual cost accumulated to the balance sheet date. Net realizable value signifies the estimated selling price in the ordinary course of business less the estimated costs necessary to make the sale. The cost of stocks includes expenditure incurred in acquiring / bringing the inventories items to their existing location and condition.

2.8 Trade debts and other receivables

Trade debts and other receivables are recognized initially at fair value and subsequently measured at amortized cost less provision for impairment. A provision for impairment of trade debts is estimated when there is objective evidence that the Company will not be able to collect all amount due according to the original terms of the receivables. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognized in the profit and loss account within 'administrative expenses'. When a trade debt is uncollectible, it is written off against the allowance account for trade debts. Subsequent recoveries of amounts previously written off are credited to 'other income' in the profit and loss account.

2.9 Taxation

Current

Provision for current taxation is based on taxable income at the current rates of taxation and tax paid on presumptive basis. Income tax paid at import stage under Final Tax Regime (FTR) is recognized as tax expense in the period in which related goods are sold.

Deferred

Deferred tax is not booked as the majority of the income of the Company falls under the Final Tax Regime of Income Tax Ordinance, 2001. Deferred tax impact on the income falling under normal tax regime is immaterial to the financial statements.



Notes to the Financial Statements

For the year ended June 30, 2017

2.10 Staff retirement benefits

Funded pension plan

The Company operates a defined benefit plan i.e., approved funded pension fund scheme for all its permanent employees subject to prescribed qualifying age limit. Contributions are made to the fund on the basis of actuarial recommendations. Actuarial valuation is carried out using projected unit credit method. As per the Company policy, only employees who opted for this scheme and all ex-employees continue to receive benefit under this scheme.

Under the plan, the pensionable benefit per year depends on the pensioner achieving either the normal retirement age or opting for the early retirement. The pensionable benefit also varies in case any pensioner dies.

During the previous year, the management decided to increase the minimum pension payable per month to Rs 13,000, effective from September 01, 2015, for all existing and new pensioners, with no increase for pensioners already receiving pension higher than Rs 13,000. However, the management has now taken a decision to ensure pension indexation of 4.75% per annum effective from July 01, 2017.

Details of the plan are given in note 27 to these financial statements.

Unfunded gratuity scheme

Effective from July 01, 2012, the Company has started to operate a defined benefit plan i.e. approved unfunded gratuity scheme for all its current permanent employees, with the exception of those employees receiving (or are eligible to receive) benefit under approved funded pension scheme, subject to the prescribed qualifying age limit. This scheme is unfunded and actuarial valuation is carried out using projected unit credit method. As per the Company policy, all new employees would be entitled to this gratuity scheme only.

Defined contribution plan

The Company operates an approved funded provident fund scheme for all its permanent employees. Equal monthly contributions are made, both by the Company and its employees, to the fund at the rate of 10 per cent of basic salaries of employees.

Compensated absences

The liability in respect of compensated absences is accounted for in the period in which the absences accrue.

2.11 Trade and other payables

Liabilities for trade and other amounts payable are measured at cost which is the fair value of the consideration to be paid in the future for goods and services received whether billed to the Company or not.



Notes to the Financial Statements

For the year ended June 30, 2017

2.12 Provisions

Provisions are recognized when the Company has the legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligations. However, provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

2.13 Foreign currency transactions

Transactions in foreign currencies are recorded into Pak Rupee at the exchange rate prevailing on the date of transaction. At each reporting period, monetary assets and liabilities denominated in foreign currencies are translated into rupees at the rates of exchange prevailing at the balance sheet date. Exchange gains and losses are included in profit and loss account in the year in which they arise.

2.14 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable.

Sale of goods

Revenue from the sale of goods is recognized when the risks and rewards are transferred to the Customer, which coincides with physical release of shipment of goods from warehouse of the Company.

However, before September 15, 2016, the risks and rewards were being transferred to the Customer on delivery of goods and acceptance of same by the Customer.

Interest and Investment income

Mark-up / return on bank balances / investment income is recognized on a time proportionate basis on the principal amount outstanding by applying the effective interest rate.

2.15 Cash and cash equivalents

Cash and cash equivalents comprise cash in hand and deposits in banks and short term liquid investments that are readily convertible to known amounts of cash.

2.16 Dividend

Dividend distribution to the Company's shareholders is recognized as a liability in the financial statements in the periods in which the dividends are approved by the appropriate authority.

2.17 Earnings per share

The Company presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares.



Notes to the Financial Statements

For the year ended June 30, 2017

2.18 Financial instruments

All the financial assets and financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument. Financial assets are derecognized at the time when the Company loses control of the contractual rights that comprise the financial assets. All financial liabilities are derecognized at the time when they are extinguished that is, when the obligation specified in the contract is discharged, cancelled or expires. Any gains or loss on derecognition of financial assets and financial liabilities are taken to the profit and loss account currently.

Financial instruments carried on the balance sheet include loans, deposits, trade debts, accrued profit, other receivables, cash and bank balances and trade and other payables. The particular recognition method adopted are disclosed in the individual policy statements associated with each item.

2.19 Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Company has a legally enforceable right to set-off the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

2.20 Significant judgments and key sources of estimation in applying the accounting policies

The preparation of financial statements in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that affects the application of policies and reported amounts of assets, liabilities, income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revision to accounting estimates are recognized prospectively commencing from the period of revision.

Judgments and estimates made by management that may have significant risk of material adjustments to the financial statements in the subsequent years are as follows:

- i) Determination of net realizable value for stock-in-trade (note 2.7);
- ii) Provision / (reversal) for doubtful debts (note 2.8);
- iii) Assumptions and estimates used in accounting for defined benefits plan (note 2.10 and note 27);
- iv) Provision for taxation (note 2.9 and note 19); and
- v) Contingencies and commitments (note 12).

June 30, June 30,
2017 2016
----- Rupees in '000 -----

3. LONG-TERM DEPOSITS

Central Depository Company Limited - registration deposit
Employee medical insurance deposit
Marine insurance deposit
Security deposit to suppliers

37	37
101	101
300	300
178	178
616	616



Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017	June 30, 2016
		———— Rupees in '000 ————	
4. STOCK-IN-TRADE			
4.1	Breakup of stock-in-trade is as follows:		
Finished goods			
- on hand	4.2 & 4.3	484,660	511,178
- in transit		151,029	72,688
Stock-in-trade before provision and written off		<u>635,689</u>	<u>583,866</u>
Provision due to slow-moving and obsolete inventory	4.4	(6,832)	(476)
Stocks written off		<u>(46,588)</u>	<u>(17,623)</u>
		<u>582,269</u>	<u>565,767</u>
4.2	Stock-in-trade includes goods costing Rs. 80.304 million (June 30, 2016: 29.063 million) written down by Rs.11.931 million (June 30, 2016: Rs. 5.238 million) to net realizable value amounting to Rs. 68.373 million (June 30, 2016: 23.825 million).		
4.3	Finished goods are held at a third party warehouse under a service agreement.		
		June 30, 2017	June 30, 2016
		———— Rupees in '000 ————	
4.4	Movement of provision due to slow-moving and non-performing inventory is as follows:		
Opening balance		476	8,033
Charge / (Reversal) for the year		6,356	(7,557)
Closing balance		<u>6,832</u>	<u>476</u>
5. TRADE DEBTS			
Unsecured - considered good		<u>248,020</u>	<u>192,618</u>
5.1	Trade receivables are non-interest bearing and the credit period on sale of goods ranges from 26 days to 40 days for Blades & Razors and others and 96 days for Braun products (June 30, 2016: 26 days for Blade & Razors and others and 96 days for Braun products).		
5.2	In determining the recoverability of a trade debt, the Company considers any change in the credit quality of the trade debt on each reporting period from the date when credit was initially granted. Accordingly, the management believe that no provision for doubtful debts is required, as there has not been a significant change in credit quality of the customer.		



Notes to the Financial Statements

For the year ended June 30, 2017

5.3 Aging of trade debts

June 30, 2017	1-26 days	27-96 days	Above 96 days
	Rupees in '000		
Neither due nor impaired	243,272	-	-
Past due but not impaired	-	4,748	-
Past due and impaired	-	-	-

June 30, 2016	1-26 days	27-96 days	Above 96 days
	Rupees in '000		
Neither due nor impaired	186,689	-	-
Past due but not impaired	-	5,929	-
Past due and impaired	-	-	-

	Note	June 30, 2017	June 30, 2016
Rupees in '000			

6. OTHER RECEIVABLES

Duties refundable	6.1	-	12,367
Cash margin on imports	6.2	369,138	-
Receivable from pension fund	27.1.2	32,090	-
Receivable from related party	6.3	1,467	-
Others		8	752
		<u>402,703</u>	<u>13,119</u>

6.1 This represents refundable claim lodged with Custom Authorities on account of duty refund on re-export of products.

6.2 This represents cash margin held under lien by the Bank as per BPRD Circular 2 of 2017 issued by State Bank of Pakistan which requires Bank to obtain 100% cash margin on the import of certain items.

6.3 This includes amount receivable from related party, Procter and Gamble International Operations (PGIO).

	Note	June 30, 2017	June 30, 2016
Rupees in '000			

7. OTHER FINANCIAL ASSETS

Term deposits - held-to-maturity	7.1	<u>94,536</u>	<u>186,538</u>
----------------------------------	-----	---------------	----------------

7.1 This represents term deposits, having maturity period of one day to three months and effective interest rates are in range from 4.10% to 5.19% (June 30, 2016: 4.82% to 6%) per annum.



Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017 ----- Rupees in '000 -----	June 30, 2016
8. CASH AND BANK BALANCES			
Current account		624	624
Savings account	8.1	13,240	13,296
		<u>13,864</u>	<u>13,920</u>

8.1 These are balances maintained with commercial banks. The effective interest rate on the account is 4.10% (June 30, 2016: 4% to 4.5%) per annum.

9. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

June 30, 2017 ----- Number of Shares -----	June 30, 2016		June 30, 2017 ----- Rupees in '000 -----	June 30, 2016
		Ordinary Shares of Rs. 10/-each fully paid:		
15,936,000	15,936,000	- In Cash	159,360	159,360
3,264,000	3,264,000	- Other than cash	32,640	32,640
<u>19,200,000</u>	<u>19,200,000</u>		<u>192,000</u>	<u>192,000</u>

9.1 The Series Acquisition B.V., Netherlands, and its nominees held 17,548,574 (June 30, 2016: 17,548,574) ordinary shares of Rs. 10 each of the Company.

9.2 The Company has one class of ordinary shares which carry no right to fixed income. The holders of the shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company. All shares rank equally with regard to the Company's residual assets.

9.3 There was no movement in ordinary shares during the year.

9.4 The Company has no reserved shares for issuance under options and sales contracts.

10. CAPITAL RISK MANAGEMENT

The Company's objectives, policies and processes for managing capital are as follows:

- to safeguard the Company's ability to continue as a going concern, so that it can continue to provide returns for shareholders.
- to provide an adequate return to shareholders by pricing products and services commensurately with the level of risk.

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders or issue new shares. The capital structure of the Company consists of equity comprising issued share capital and unappropriated profit. The Company's overall strategy remains unchanged from 2016.

The Company is not subject to any externally imposed capital requirements.



Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017	June 30, 2016
----- Rupees in '000 -----			
11. TRADE AND OTHER PAYABLES			
Trade creditors	11.1	727,722	221,809
Payable to pension fund	27.1.2	-	26,086
Accrued liabilities	11.2	115,185	72,665
Payable to Workers' Welfare Fund	11.3	10,371	9,064
Advance from customer		33,680	-
Unclaimed dividend		13,763	13,763
		<u>900,721</u>	<u>343,387</u>

11.1 This includes amount payable to related party, Procter and Gamble International Operations (PGIO)

11.2 This includes payable to following related parties:

	June 30, 2017	June 30, 2016
----- Rupees in '000 -----		
Procter & Gamble Pakistan (Private) Limited	10,153	11,100
Procter & Gamble International Operations SA-ROHQ	964	785
The Procter & Gamble US Business Services Company	-	94
	<u>11,117</u>	<u>11,979</u>

11.3 Movement of the Workers' Welfare Fund payable is as follows:

Opening balance	9,064	12,110
Payments made	-	(4,470)
Provision for the year	1,307	1,424
Closing balance	<u>10,371</u>	<u>9,064</u>

12. CONTINGENCIES AND COMMITMENTS

12.1 Contingencies

12.1.1 The income tax assessments of the Company have been completed up to and including tax year 2016 (i.e. year ended on June 30, 2016). The tax returns for the tax years from 2003 to 2016 are treated as assessment orders under section 120 of the Income Tax Ordinance, 2001 on the date returns were filed, unless amended otherwise.

In respect of assessment years 2000-2001 and 2001-2002, the Commissioner of Income Tax (Appeals) made certain additions / disallowances which resulted in additional tax liability amounting to Rs. 49.422 million and Rs. 8.241 million respectively. The Company then filed appeal before the ATIR where some relief was granted while other issues were confirmed against the Company vide combined appellate order dated November 28, 2015. The Company has also filed reference on all the issues decided by ATIR against the Company before Honorable High Court of Sindh which is pending for adjudication.



Notes to the Financial Statements

For the year ended June 30, 2017

In respect of the above, the Company has made a payment of the full amount and made a provision of Rest. 41.875 million in previous years which management believes based on the advice of its legal advisor is sufficient to cover any future obligation of the Company.

12.1.2 The Commissioner Inland Revenue has filed an appeal in the High Court of Sindh against the order of Appellate Tribunal Inland Revenue, issued in favour of the Company for the years 1999-2000 and 2000-01. The case pertained to alleged incorrect payment / short payment of sales tax by the Company on various transactions in these years. The initial demand of sales tax and additional tax raised by the tax department was amounting to Rs. 34.5 million. The Company is now pursuing the case in the Court; however, no provision has been made in these financial statements as the management anticipates based on the advice of its legal advisor that the case would be decided in the favour of the Company.

12.1.3 In 2007, a case had been filed by one of the ex-employee of the Company regarding payment of severance cost and provident fund amounting to Rs. 28.98 million in the High Court of Sindh (the Court). After some initial hearings, the Court on the application of plaintiff has allowed appointment of commissioner to hear the case, with the cost to be borne by the plaintiff. Once the hearing is completed, the matter will be fixed in the Court for arguments. However, based on the advice from the Company's legal counsel, the Company anticipates that the case shall be decided in its favour. Hence, the management has not made any provision against this case in these financial statements.

12.1.4 During the year 2014, the Company received notice of selection for sales tax audit for the tax periods from July 2011 to June 2012 under section 72B of the Sales Tax Act, 1990. Subsequently, the Company received a demand issued by the Deputy Commissioner Inland Revenue (DCIR) for the period from July 2011 to June 2012 alleging that the Company has claimed input tax amounting to Rs. 6.862 million which suppliers have not declared and paid output tax in monthly sales tax return and therefore the subject input tax is allegedly not allowed under section 8(1) of the Sales Tax Act, 1990. The Company filed an appeal before the Appellate Tribunal Inland Revenue against DCIR's demand for sales tax and the ATIR has remanded the case back to the department which is pending for adjudication. Therefore, no provision has been made in these financial statements.

June 30,	June 30,
2017	2016
----- Rupees in '000 -----	

12.2 Commitments

Rental due under operating lease arrangements in respect of vehicles:

Not later than one year	2,356	758
Later than one year but not later than five years	4,595	-
	6,951	758

12.2.1 The commitment relates to operating leases of vehicles with lease term of 4 years. The Company does not have an option to purchase the vehicle at the expiry of the lease period.



Notes to the Financial Statements

For the year ended June 30, 2017

				Note	June 30, 2017	June 30, 2016			
					----- Rupees in '000 -----				
13. SALES - NET									
Gross sales					2,483,313	2,540,364			
Trade discounts					(287,915)	(269,097)			
Sales tax					(360,823)	(369,113)			
					1,834,575	1,902,154			
14. COST OF GOODS SOLD									
Opening stock of finished goods					565,767	650,445			
Purchases of finished goods					1,522,505	1,388,175			
					2,088,272	2,038,620			
Closing stock of finished goods					(582,269)	(565,767)			
				14.1	1,506,003	1,472,853			
14.1	Finished goods have been written down to net realizable value by Rs. 11.931 million (June 30, 2016: Rs. 5.238 million) and are charged to cost of goods sold.								
				Note	June 30, 2017	June 30, 2016			
					----- Rupees in '000 -----				
15. OTHER INCOME									
15.1 Income from financial assets									
Interest income on term deposits and saving accounts					11,418	17,737			
Exchange gain					-	2,643			
					11,418	20,380			
15.2 Income other than financial assets									
Reversal of stocks provision					-	7,557			
Others					144	407			
					11,562	28,344			
16. SELLING, MARKETING AND DISTRIBUTION EXPENSES									
Advertising and sales promotion					249,223	210,393			
Warehousing and transportation					45,760	51,662			
Salaries, wages and other benefits				16.1	5,492	25,592			
Traveling and conveyance					984	1,204			
Others					813	2,527			
					302,272	291,378			

16.1 This includes the impact of reduction in pension liability due to decrease in pension indexation from 7.75% to 4.75% per annum. (refer note 2.10).



Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017	June 30, 2016
----- Rupees in '000 -----			
17. ADMINISTRATIVE EXPENSES			
Salaries, wages and other benefits	16.1	3,480	48,547
Legal and outsourced professional services		7,141	11,950
Rent, rates and taxes		5,891	6,808
Auditors' remuneration	17.1	1,695	1,491
Traveling and conveyance		862	886
Others		3,165	2,996
		<u>22,234</u>	<u>72,678</u>

17.1 Auditors' remuneration

Audit fee	838	922
Half yearly review	486	516
Review of compliance with Code of Corporate Governance	30	28
Other services	210	-
Out of pocket expenses	131	25
	<u>1,695</u>	<u>1,491</u>

18. OTHER OPERATING EXPENSES

Workers' Welfare Fund	1,307	1,424
Exchange loss	31,524	-
Stocks written off	46,588	17,623
Provision for obsolete stock	6,356	-
Duties written off	18.1 12,367	-
Default surcharge and penalties	18.2 195	-
Others	691	21
	<u>99,028</u>	<u>19,068</u>

18.1 During the year, the Company has written off refundable claim lodged with Custom Authorities on account of duty refund on re-export of products.

18.2 During the year, the Company has paid default surcharge under section 205 and penalty under section 182 of the Income Tax Ordinance, 2001 as a result of the order passed dated February 28, 2017 by Additional Commissioner Inland Revenue in respect of failing to withhold income tax on certain payments to service providers.

	Note	June 30, 2017	June 30, 2016
----- Rupees in '000 -----			
19. INCOME TAX EXPENSE			
Current year tax	19.1	108,887	102,460
Prior year tax		1,158	1,357
		<u>110,045</u>	<u>103,817</u>



Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017 ———— Rupees in '000 ————	June 30, 2016 ———— Rupees in '000 ————
19.1 The tax charge for the year includes the following:			
- tax under Final Tax Regime on commercial imports		105,363	96,784
- tax under Normal Tax Regime on interest income		3,524	5,676
		<u>108,887</u>	<u>102,460</u>
19.2 Relationship between tax expense and accounting profit			
Accounting (loss) / profit for the year		(83,417)	74,494
Tax rate		31%	32%
Tax charge		(25,859)	23,838
Effect of taxes paid under Final Tax Regime		134,746	78,622
		<u>108,887</u>	<u>102,460</u>
20. LOSS PER SHARE - BASIC AND DILUTED			
Loss for the year		(193,462)	(29,323)
		———— Number of shares ————	
Weighted average number of ordinary shares outstanding during the year		<u>19,200,000</u>	<u>19,200,000</u>
		———— Rupees ————	
Loss per share - basic and diluted		<u>(10.08)</u>	<u>(1.53)</u>
	Note	June 30, 2017 ———— Rupees in '000 ————	June 30, 2016 ———— Rupees in '000 ————
21. CASH AND CASH EQUIVALENTS			
Cash and bank balances	8	13,864	13,920
Term deposits	7	94,536	186,538
		<u>108,400</u>	<u>200,458</u>

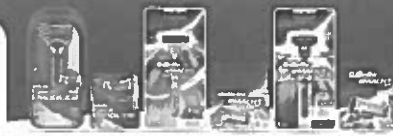


Notes to the Financial Statements

For the year ended June 30, 2017

	Note	June 30, 2017	June 30, 2016
———— Rupees in '000 ————			
22. CASH FLOWS FROM OPERATIONS			
(Loss) / profit before taxation		(83,417)	74,494
Adjustment for non-cash charges and other items:			
Expense (reversed) / recognized on employee benefits - pension	27.1.5	(33,152)	30,482
Expense recognized on employee benefits - gratuity	27.1.5	3,669	1,396
Exchange loss / (gain)	15.1 & 18	31,524	(2,643)
Stock-in-trade written down to net realizable value	4.2	11,931	5,238
Provision / (reversal) for slow moving stock-in-trade	18	6,356	(7,557)
Stocks written off	18	46,588	17,623
Duties written off	18	12,367	-
Interest income on term deposits and saving accounts	15.1	(11,418)	(17,737)
Working capital changes	23	44,125	(309,590)
		28,573	(208,294)
23. WORKING CAPITAL CHANGES			
(Increase) / decrease in current assets:			
Stock-in-trade		(81,377)	69,373
Trade debts		(55,402)	48,400
Loans and advances		6,719	(9,193)
Trade deposits		2,752	(11,106)
Sales tax refundable		(11,469)	8,282
Other receivables		(369,861)	8,440
		(508,638)	114,196
(Decrease) / increase in current liabilities:			
Trade and other payables		552,763	(423,786)
		44,125	(309,590)
24. TRANSACTIONS WITH RELATED PARTIES			

The related parties comprise the holding company (The Series Acquisition B.V., Netherlands), the ultimate parent company (The Procter & Gamble Company, USA), related group companies, companies in which directors have interest, staff retirement benefit plans, directors of the Company, key management personnel and close member of the family of all the aforementioned related parties. The Company carries out transactions with various related parties at agreed terms. Amount due from and to related parties are shown under 'other receivables' and 'trade and other payables', amounts due from key management personnel are shown under 'loans and advances', whereas remuneration of directors, chief executive and executives are disclosed in note 25. Other significant transactions with related parties are as follows:



Notes to the Financial Statements

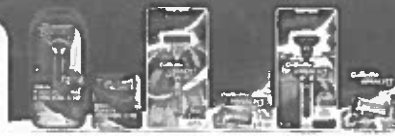
For the year ended June 30, 2017

Name	Relationship with the Company	Nature of transaction	June 30,	June 30,
			2017	2016
			— Rupees in '000 —	
Procter and Gamble International Operations	Associate	Purchases of finished goods	1,495,325	1,167,115
		Reimbursement of expenses	1,467	-
Procter and Gamble Pakistan (Private) Limited	Associate	Services received	60,203	66,131
		Services rendered	20,699	26,204
Procter and Gamble International Operations SA	Associate	Services received	2,894	2,063
Procter and Gamble US Business Services	Associate	Services received	-	1,179
Modern Products Company	Associate	Services rendered	239	-
Gillette Pakistan Provident Fund	Retirement benefit plan	Contribution to provident fund	1,528	1,566
Gillette Pakistan Pension Fund	Retirement benefit plan	Expense from pension fund	-	30,482
		Income from pension fund	33,152	-

25. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

25.1 The aggregate amount charged in these financial statements for remuneration, including certain benefits to the Chief Executive, the Director and Executives of the Company are as follows:

	Chief Executive		Executives	
	For the year ended June 30, 2017	For the year ended June 30, 2016	For the year ended June 30, 2017	For the year ended June 30, 2016
— Rupees in '000 —				
Basic salary	5,813	5,419	9,469	11,023
Bonus	524	434	936	433
Housing allowance	2,616	2,439	4,261	4,772
Utilities allowance	581	542	947	1,102
Leave fare assistance allowance	872	813	1,420	1,653
Retirement benefits	581	542	947	1,024
Others	615	124	2,181	2,333
	11,602	10,313	20,161	22,340
Number of persons	1	1	5	7



Notes to the Financial Statements

For the year ended June 30, 2017

	June 30, 2017	June 30, 2016
Number of employees as at	6	7
Average number of employees during the year	6	7

25.2 Chief Executive and two executives of the Company are also provided with free use of company maintained cars, enrollment in unfunded approved gratuity scheme and medical for self and family members and other benefits as per rules of the Company.

25.3 The aggregate amount of fees paid to one non-executive director was Rs. 300,000 (June 30, 2016: Rs. 150,000).

25.4 During the previous year, the Chief Financial Officer (CFO) and one of the executive obtained loan against house rent and car loan amounting to Rs. 900,000 and Rs. 1,000,000 respectively. However during the year, complete amount of loan has been repaid by the CFO and the executive.

26. FINANCIAL RISK MANAGEMENT

26.1 Financial instruments by category

The accounting policies for financial instruments have been applied to the line items below and disclosed in note 2.

Held-to-maturity		Loans and receivable	
June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016

Rupees in '000

Assets as per balance sheet

Long-term deposits	-	-	616	616
Trade debts	-	-	248,020	192,618
Loans, advances and prepayments	-	-	-	1,900
Interest receivable on term deposits	-	-	173	197
Other receivables	-	-	370,613	752
Other financial assets	94,536	186,538	-	-
Cash and bank balances	-	-	13,864	13,920
	<u>94,536</u>	<u>186,538</u>	<u>633,286</u>	<u>210,003</u>

Financial liabilities at amortized cost

June 30, 2017	June 30, 2016
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Rupees in '000

Liabilities as per balance sheet

Trade and other payables	<u>856,670</u>	<u>308,237</u>
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Notes to the Financial Statements

For the year ended June 30, 2017

26.2 Financial risk factors

The Company is exposed to market risk (including interest rate risk, price risk and currency risk), credit risk and liquidity risk arising from its business activities. The Company's overall risk management strategy seeks to minimize adverse effects from the unpredictability of risk factors on the Company's financial performance.

The Board of Directors has overall responsibility for the oversight of financial risk management for the Company. To assist the Board in discharging its oversight responsibility, the management has been made responsible for identifying, monitoring and managing the Company's financial risk exposures.

26.2.1 Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market variables. Market risk comprises three types of risk: interest rate risk, price risk and currency risk. The exposure to these risks and their management is explained below:

i. Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

	Carrying amount	
	June 30, 2017	June 30, 2016
	———— Rupees in '000 ————	
Fixed rate instruments		
Financial assets		
Other financial assets	94,536	186,538
Bank balances	13,240	13,296
	107,776	199,834

Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit and loss. Therefore, a change in interest / mark-up rate at the reporting date would not affect profit and loss account.

The Company does not hold any variable rate financial instruments as at June 30, 2017, therefore, no sensitivity analysis is provided for this risk.

ii. Price risk

Price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market.

As the Company is not exposed to price risks, therefore, no sensitivity analysis is provided for this risk.



Notes to the Financial Statements

For the year ended June 30, 2017

iii. Currency risk

Foreign currency risk arises mainly where receivables and payables exist due to transactions with foreign undertakings and bank balances in foreign currency. The Company's exposure to foreign currency risk is as follows:

	June 30, 2017		
	USD	EURO	Total
	Rupees in '000		
Trade and other payables	(964)	(697,202)	(698,166)
Net Exposure	(964)	(697,202)	(698,166)

	June 30, 2016		
	USD	EURO	Total
	Rupees in '000		
Trade and other payables	(879)	(221,809)	(222,688)
Net Exposure	(879)	(221,809)	(222,688)

In respect of monetary assets and liabilities denominated in foreign currencies, the Company ensures that its net exposure is kept to an acceptable level and balance the risk itself.

The following significant exchange rates have been applied:

	Average rate		Reporting date rate	
	2017	2016	2017	2016
	Rupees			
Rupees per				
USD	104.90	104.60	104.98	104.71
EURO	114.27	117.54	120.03	115.98

Foreign currency sensitivity analysis

The following table demonstrates the sensitivity to a reasonably possible change in the USD and Euro exchange rates, with all other variables held constant, on the Company's profit before tax (due to changes in the fair value of monetary assets and liabilities).

	Change in rate	Effect on PBT		
		USD	EURO	Total
		Rupees in '000		
June 30, 2017	+10%	(96)	(69,720)	(69,817)
	-10%	96	69,720	69,817
June 30, 2016	+10%	(88)	(22,181)	(22,269)
	-10%	88	22,181	22,269



Notes to the Financial Statements

For the year ended June 30, 2017

26.2.2 Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation.

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the balance sheet date is as follows:

	June 30, 2017	June 30, 2016
	----- Rupees in '000 -----	
Long-term deposits	616	616
Trade debts	248,020	192,618
Loans, advances and prepayments	-	1,900
Interest receivable on term deposits	173	197
Other receivables	370,613	752
Other financial assets	94,536	186,538
Bank balances	13,864	13,920
	727,822	396,541

Customer credit risk is managed as per the Company's established policy, procedures and control relating to customer credit risk management. Credit limits are established for all customers. Outstanding customer receivables are regularly monitored and shipments are only made if the credit history of the customer is clean.

Credit risk from balances with banks is managed by treasury in accordance with the Company's policy. Investments of surplus funds are made only with approved counterparties.

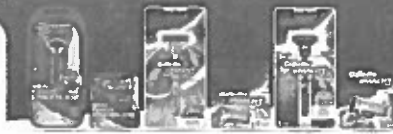
The Company is exposed to credit risk from its operating activities primarily for trade debts, other receivables, deposits with banks and other financial assets. The names and credit ratings of banks, where the Company maintains its bank balance are as follows:

Name of bank	Rating agency	Credit rating	
		Short-term	Long-term
Habib Bank Limited	JCR-VIS	A-1+	AAA
Citibank, N.A.	Moody's	P-1	A1
Standard Chartered Bank (Pakistan) Limited	PACRA	A1+	AAA

26.2.3 Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Company has minimal liquidity risk as it maintains sufficient cash for operations through prudent liquidity risk management. The Company has no external borrowings.

The financial liabilities of the Company are analyzed into the relevant maturity buckets based on their contractual maturity dates in the table below:



Notes to the Financial Statements

For the year ended June 30, 2017

Carrying Amount Contractual Cash Flow Less than 1 month 1-3 months 3 months to 1 year 1-5 years 5+ years

Rupees in '000

Financial Liabilities

June 30, 2017

Trade and other payables	856,670	(856,670)	(849,359)	(7,311)	-	-	-
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June 30, 2016

Trade and other payables	308,237	(308,237)	(308,237)	-	-	-	-
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Management closely monitors the Company's liquidity and cash flow position by maintaining availability of financing through banking arrangements.

26.3 Fair value estimation

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Consequently, differences can arise between carrying values and the fair value estimates.

Underlying the definition of fair value is the presumption that the Fund is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

The carrying amount of all financial assets and liabilities reflected in these financial statements approximate their fair values as they are short term in nature.

26.3.1 Fair Value Hierarchy

The following table provided an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into level 1 to 3 based on the degree to which the fair value is observable.

- Level - 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level - 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level - 3 fair value measurement are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

As at June 30, 2017, the Company does not hold any financial instrument, which can be categorised in any of the above levels.



Notes to the Financial Statements

For the year ended June 30, 2017

27. STAFF RETIREMENT BENEFITS

27.1 Funded post retirement pension and unfunded gratuity schemes

27.1.1 The actuarial valuation of pension plan was carried out at June 30, 2017. The projected unit credit method, using the following significant financial assumptions, has been used for the actuarial valuation:

	June 30, 2017		June 30, 2016	
	Pension	Gratuity	Pension	Gratuity
- Discount rate - per annum compound	9.25%	9.25%	9.50%	9.50%
- Expected rate of increase in salaries - per annum	0.00%	9.25%	0.00%	9.50%
- Expected rate of return on plan assets - per annum	9.25%	-	9.50%	-
- Pension indexation rate - per annum	4.75%	-	7.75%	-

Mortality rates assumed were based on the State Life Insurance Corporation (SLIC) 2001-05 ultimate mortality rates.

	June 30, 2017		June 30, 2016	
	Pension	Gratuity	Pension	Gratuity
	Rupees in '000			

27.1.2 Balance sheet reconciliation

	June 30, 2017		June 30, 2016	
	Pension	Gratuity	Pension	Gratuity
Fair value of plan assets	(129,955)	-	(101,027)	-
Present value of defined benefit obligation	97,865	9,166	127,113	6,080
(Asset) / Liability carried forward in the balance sheet	<u>(32,090)</u>	<u>9,166</u>	<u>26,086</u>	<u>6,080</u>

27.1.3 Movement in fair value of plan assets

	June 30, 2017		June 30, 2016	
	Pension	Gratuity	Pension	Gratuity
Fair value at beginning of the year	101,027	-	71,905	-
Interest income	10,672	-	7,671	-
Remeasurement on post retirement benefits	(4,359)	-	(596)	-
Benefits paid	(3,471)	-	(2,968)	-
Contribution by the Company	26,086	-	25,015	-
Fair value at the end of the year	<u>129,955</u>	<u>-</u>	<u>101,027</u>	<u>-</u>



Notes to the Financial Statements

For the year ended June 30, 2017

June 30, 2017		June 30, 2016	
Pension	Gratuity	Pension	Gratuity
Rupees in '000			

27.1.4 Movement in defined benefit obligation

Obligation at beginning of the year	127,113	6,080	96,920	4,359
Current service cost	-	3,166	-	1,004
Interest cost	11,911	503	8,828	392
Past service cost - vested	(34,391)	-	29,326	-
Transfer liability received from P&G Pakistan	-	4,138	-	-
Transfer liability payable to P&G Pakistan	-	(3,272)	-	-
Remeasurement on post retirement benefits	(3,297)	115	(4,993)	588
Benefits paid	(3,471)	(1,564)	(2,968)	(263)
Obligation at the end of the year	97,865	9,166	127,113	6,080

27.1.5 Charged to profit and loss account

Current service cost	-	3,166	-	1,004
Past service cost - vested	(34,391)	-	29,325	-
Net interest cost	1,239	503	1,157	392
	(33,152)	3,669	30,482	1,396

27.1.6 Recorded in statement of other comprehensive income

Remeasurement due to:

Demographic assumptions	-	-	-	-
Financial assumptions	-	-	-	-
Experience adjustment	1,062	115	(4,397)	588
	1,062	115	(4,397)	588

27.1.7 Actual return on plan assets is as follows:

Interest income	10,672	-	7,671	-
Remeasurement on post retirement benefits	(4,359)	-	(596)	-
Actual return on plan assets	6,313	-	7,075	-

27.1.8 Detail of plan assets

Pakistan Investment Bonds	74,515	-	77,906	-
Term Deposit Receipts	47,019	-	8,441	-
Units of Mutual Funds	3,646	-	2,576	-
Cash at bank	4,775	-	12,105	-
	129,955	-	101,028	-



Notes to the Financial Statements

For the year ended June 30, 2017

27.1.9 The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

	Changes in assumptions	Impact on obligation of change in assumption			
		Pension		Gratuity	
		Increase in assumption	Decrease in assumption	Increase in assumption	Decrease in assumption
Discount rate	1%	87,407	110,370	7,997	10,609
Pension / Salary increase	1%	108,833	88,442	10,643	7,950
Mortality age	1 year	100,376	95,533	9,168	9,165

	June 30, 2017	
	Pension	Gratuity
27.1.10 Weighted average plan duration	11.95 years	11.95 years

27.1.11 The number of employees covered under the pension fund and gratuity scheme are Nil and 6 respectively.

27.1.12 The company do not expect to make any contribution to the defined benefit scheme during the next financial year because fair value of plan assets are more than present value of defined benefit obligation.

Note	June 30, 2017	June 30, 2016
	Rupees in '000	

27.2 Defined contribution plan - Recognized provident fund *

The Company maintains the fund of provident fund in a separate trust.

Size of provident fund - Net assets		5,791	9,144
Fair Value of investment	27.2.1	2,752	1,165

Break-up of fair value investments:

- Balance in savings accounts

Amount of investment	2,752	384
Percentage of size of investment	48%	4%

- Shares of listed companies

Amount of investment	27.2.2	-	781
Percentage of size of investment		0%	8%

* These figures are taken from unaudited financial statements of Gillette Pakistan's Provident Fund.

27.2.1 Investments out of provident fund have been made in accordance with the provisions of section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.



Notes to the Financial Statements

For the year ended June 30, 2017

27.2.2 In previous year investment was made in listed shares with purchase price of Rs. 0.668 million.

28. CORRESPONDING FIGURES

28.1 Corresponding figures have been rearranged and reclassified, wherever necessary, for the purpose of comparison and to reflect the substance of the transaction. No significant rearrangements or reclassifications were made in these financial statements except for the following:

Description	Reclassified		2016 Rupees in '000
	From	To	
Balance Sheet			
Trade deposits	Other receivables	Trade deposits	11,056
Profit and Loss Account			
Other operating expenses	Cost of goods sold	Other operating expenses	17,623
Other income	Cost of goods sold	Other income	7,557
Cash Flow Statement			
Trade deposits	Other receivables	Trade deposits	11,056
Exchange (loss) / gain	Trade and other payables	Exchange (loss) / gain	2,643
Stocks written off	Stock-in-trade	Stocks written off	17,623

29. DATE OF AUTHORISATION FOR ISSUE

These financial statements have been approved by the Board of Directors of the Company and authorised for issue on September 26, 2017.

30. GENERAL

Figures have been rounded off to the nearest thousand rupee.



NOTICE OF THE ANNUAL GENERAL MEETING

Notice is hereby given that the 30th Annual General Meeting of the Company will be held on October 24, 2017 at The ICAP House, Chartered Accountants Avenue, Karachi at 11:00am to transact the following business:

1. To confirm the minutes of Annual General Meeting of the Company held on October 26, 2016.
2. To receive, consider and adopt the audited financial statements of the Company for the year ended June 30, 2017, together with the auditors' and directors' report thereon.
3. To appoint auditors for the year ending June 30, 2018 and fix their remuneration. Messrs. Deloitte Yousuf Adil, Chartered Accountants, the present auditors have retired and being eligible have offered themselves for reappointment.
4. Any other business with the permission of the Chair.

SPECIAL BUSINESS

5. To approve transmission of annual audited financial statements, auditor's report and directors report etc. (annual audited accounts) to the Company's shareholders through CD/DVD/USB at their registered address as allowed by the Securities and Exchange Commission of Pakistan by their SRO No.470(I)/2016 dated May 31, 2016.
"RESOLVED THAT the Company be and is hereby allowed to transmit its annual audited financial statements, auditor's report and directors report etc. (annual audited accounts) to the Company's shareholders at their registered addresses in the form of soft copies in CD/DVD/USB instead of transmitting the annual audited accounts in printed copy as allowed by the Securities and Exchange Commission of Pakistan via SRO No.470(I)/2016 dated May 31, 2016."

By Order of the Board

Mehr Alwy Malik
Company Secretary

October 01, 2017
Karachi

NOTES

1. The Share Transfer Books of the Company will remain closed from October 13, 2017 till October 24, 2017 (both days inclusive). Transfer received in order by the Company's Share Registrar, FAMCO Associates (Pvt) Ltd., 8-F, Next to Hotel Faran, Nursery, Block-6, P.E.C.H.S, Shahra-e-Faisal, Karachi-75600 up to close of business on October 12, 2017 will be eligible for any entitlement, if any.
2. A member entitled to attend, speak and vote at the Meeting shall be entitled to appoint another person as his/her proxy to attend, speak and vote instead of him/her, and a proxy so appointed shall have such rights with respect to attending, speaking and voting at the Meeting as are available to Member. CDC shareholders desiring to attend the meeting are requested to bring their original Computerized National Identity Card, Account and Participant's ID Number, for identification purpose, and in case of proxy, to enclose an attested copy of his/her CNIC.
3. The instrument of appointing a proxy together with the power of attorney (if any) or other authority, under which it is signed or a notarially certified copy thereof should be deposited at the Registered Office of the Company not less than 48 hours before the time of holding the meeting.
4. Shareholders, who by any reason, could not claim their dividend or physical shares, are advised to contact our Share Registrar FAMCO Associates (Pvt) Ltd. to collect/enquire about their unclaimed dividend or shares, if any. Please note that in compliance with Section 244 of the Companies Act, 2017, after having completed the stipulated procedure, all dividends unclaimed for a period of three years from the date due and payable shall be deposited to the credit of the Federal Government and in case of shares, shall be delivered to the Securities & Exchange Commission of Pakistan.
5. Members are requested to communicate to the Company's Registrar any change in their addresses.
6. Shareholders are requested to submit details of their CNIC along with its copy to our share registrar in order to comply with the requirements of SRO 831 (1) 2012 dated July 02, 2012.
7. Shareholders are requested to provide option for dividend mandate to our share registrar in order to comply with the requirements of Circular 18 of 2012 dated June 05, 2012.
8. Shareholders are requested to share their email address with our share registrar so that the Company can send Financial Statements & Notice of Shareholders' meetings via electronic transmission.
9. Shareholders are requested to provide their National Tax Number to our share registrar in order to comply with the requirements of Circular No. 19/2014 dated October 24, 2014.



اطلاع برائے سالانہ اجلاس عام

بذریعہ نوٹس ہذا اطلاع دی جاتی ہے کہ جلیٹ پاکستان لمیٹڈ کمپنی کا ۳۰واں سالانہ اجلاس عام مورخہ ۱۲۳ اکتوبر ۲۰۱۷ء کو صبح ۱۱ بجے آئی کیپ ہاؤس، چارٹرڈ اکاؤنٹنٹس ایسوسی ایشن، کراچی میں مندرجہ ذیل امور کی انجام دہی کیلئے منعقد کیا جا رہا ہے:-

(1) ۱۲۶ اکتوبر ۲۰۱۶ء کو منعقد ہونے والے سالانہ اجلاس عام میں زیر غور امور کی تفصیلات کی تصدیق۔

(2) کمپنی کے آڈٹ شدہ مالیاتی حسابات کی وصولی اور منظوری برائے سال ختمہ ۳۰ جون ۲۰۱۷ء مع آڈیٹرز اور ڈائریکٹرز رپورٹ۔

(3) ۳۰ جون ۲۰۱۸ء کیلئے آڈیٹرز کا تقرر اور ان کے مشاہرے کا تعین۔ موجودہ آڈیٹرز میسرز ڈیلوئٹ، یوسف عادل، چارٹرڈ اکاؤنٹنٹس جو کہ اپنی معینہ مدت پوری کر چکے ہیں، نے اپنی اہلیت کے بناء پر اپنی خدمات دوبارہ تقرر کی لیے پیش کی ہیں۔

(4) چیئرمین کی اجازت سے کسی اور امر کی انجام دہی۔

خصوصی امور:

(5) کمپنی کے شیئرز ہولڈرز کو سالانہ آڈٹ شدہ مالیاتی گوشوارے، آڈیٹرز کی رپورٹ اور ڈائریکٹرز کی رپورٹ وغیرہ (سالانہ آڈٹ شدہ حسابات) شائع شدہ صورت میں بھیجنے کی بجائے سافٹ کاپی کی شکل میں

بذریعہ CD/DVD/USB، ان کے رجسٹرڈ پتہ پر ارسال کرنے کی منظوری دینا جس کی اجازت سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے ایس آر او نمبر 470(I)/2016 مئی 31 2016 میں دی گئی ہے۔ طے پایا کہ کمپنی کو اپنے سالانہ آڈٹ شدہ مالیاتی گوشوارے، آڈیٹرز کی رپورٹ اور ڈائریکٹرز کی رپورٹ وغیرہ (سالانہ آڈٹ شدہ حسابات) شائع شدہ صورت میں بھیجنے کی بجائے سافٹ کاپی کی شکل میں بذریعہ CD/DVD/USB، ان کے رجسٹرڈ پتہ پر ارسال کرنے کا اختیار حاصل ہوگا اور جس کی اجازت سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے ایس آر او نمبر 470(I)/2016 مئی 31 2016 میں دی گئی ہے۔

بجکم بورڈ
مہر علوی ملک
کمپنی سیکریٹری

۱۱ اکتوبر ۲۰۱۷ء
کراچی

نوٹس:

(1) کمپنی کی شیئرز ٹرانسفر بکس مورخہ ۱۱۳ اکتوبر ۲۰۱۷ء سے مورخہ ۱۲۳ اکتوبر ۲۰۱۷ء (شمول دونوں ایام) بند رہیں گی۔ ٹرانسفرز تمام کمپنی شیئرز رجسٹرار، فیمکو ایسوسی ایشن (پرائیویٹ) لمیٹڈ، F-۸، بالقابل ہولڈ فاران، نمری بلاک ۶، پی ای سی ایچ ایس، شاہرہ فیصل، کراچی۔ ۵۶۰۰ پاکستان کے پاس ۱۱۳ اکتوبر ۲۰۱۷ء، کام کے اوقات ختم ہونے سے قبل باضابطہ طور پر پہنچے ہوئے ٹرانسفرز رجسٹریشن (اگر کوئی) کے لئے موزوں ہوں گے۔

(2) ہر رکن اجلاس میں شریک ہونے، بولنے اور ووٹ ڈالنے کا حق رکھتا/رکھتی ہے اور بوجہ اپنی جگہ اجلاس میں شریک ہونے، بولنے اور ووٹ ڈالنے کیلئے کسی دوسرے شخص کو اپنا نمائندہ (پراکسی) مقرر کر سکتا/کر سکتی ہے۔ مقرر کردہ نمائندہ اجلاس میں شریک ہونے، بولنے اور ووٹ ڈالنے کے معاملے میں انہی حقوق کا حقدار ہوگا/ہوگی، جو ایک رکن کو حاصل ہوتے ہیں۔ سی ڈی سی شیئرز ہولڈرز جو اجلاس میں شریک ہونا چاہتے ہیں، ان سے درخواست ہے کہ وہ اپنی شناخت کیلئے اصلی قومی کیپیوٹرائزڈ شناختی کارڈ (CNIC)، اکاؤنٹ اور شرکاء کے آئی ڈی نمبر اپنے ساتھ لائیں اور نمائندہ (پراکسی) ہونے کی صورت میں اس کی کیپیوٹرائزڈ شناختی کارڈ کی تصدیق شدہ کاپی منسلک کریں۔

(3) وہ شیئرز ہولڈرز جو کسی نہ کسی وجہ سے اپنے ڈیویڈنڈ کلیم نہ کر سکے یا اپنے فزیکل شیئرز وصول نہ کر سکے، ان سے گزارش ہے کہ وہ غیر کلیم شدہ ڈیویڈنڈ یا التوا شدہ شیئرز، اگر کوئی ہیں، حاصل کرنے/ان کی معلومات کیلئے ہمارے شیئرز رجسٹرار میسرز فیمکو ایسوسی ایشن (پرائیویٹ) لمیٹڈ سے رابطہ کریں۔

برائے مہربانی نوٹ فرمائیں کہ کمپنیز ایکٹ 2017ء سے سیکشن 244 کے مطابق تمام کارروائیاں مکمل کرنے کے بعد تمام ڈیویڈنڈز جن کی ادائیگی کی تاریخ سے تین سال کی مدت تک کوئی کلیم نہ کیا گیا ہو، وفاقی حکومت کے کھاتے میں جمع کرائے جائیں گے اور شیئرز کی صورت میں سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کو پہنچا دیئے جائیں گے۔

(4) نمائندہ (پراکسی) کے تقرر سے متعلق رسمی دستاویز اور اس کے ساتھ پاور آف اٹارنی (اگر کوئی ہو) یا کوئی دوسرا اختیار نامہ جس کے تحت اس پر دستخط کئے گئے ہوں یا نوٹری سے تصدیق شدہ نقل اجلاس کے منعقد ہونے سے کم از کم ۲۸ گھنٹے قبل کمپنی کے رجسٹرڈ آفس میں جمع کرا دیں۔

(5) ممبران سے گزارش ہے کہ پتے میں ہونے والی کسی تبدیلی کے بارے میں کمپنی کے رجسٹرار کو آگاہ کر دیں۔

(6) شیئرز ہولڈرز سے درخواست ہے کہ کیپیوٹرائزڈ شناختی کارڈ مع نقل کی تفصیلات شیئرز رجسٹرار کو جمع کرا دیں تاکہ ایس آر او (۱) ۸۳۱ ۲۰۱۲ تاریخ ۲ جولائی ۲۰۱۲ کی ضروریات سے ہم آہنگی ہو سکے۔

(7) شیئرز ہولڈرز سے درخواست ہے کہ ڈیویڈنڈ مینڈیٹ کے لئے ہمارے شیئرز رجسٹرار کو اپشن فراہم کریں تاکہ سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان ۲۰۱۲ تاریخ ۵ جون ۲۰۱۲ کی ضروریات سے ہم آہنگی ہو سکے۔

(8) شیئرز ہولڈرز سے درخواست کی جاتی ہے کہ اپنا ای میل ایڈریس ہمارے شیئرز رجسٹرار کو فراہم کر دیں تاکہ فنانشل اسٹیشنس اور کمپنی شیئرز ہولڈرز اجلاس کے نوٹس بذریعہ ای میل برقی طور پر فراہم کر سکے۔

(9) شیئرز ہولڈرز سے درخواست ہے کہ اپنا فزیکل ٹیکس نمبر ہمارے شیئرز رجسٹرار کو فراہم کر دیں تاکہ سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان ۲۰۱۳/۱۹ تاریخ ۱۳ اکتوبر ۲۰۱۳ کی ضروریات سے ہم آہنگی ہو سکے۔



PROXY FORM

The Company Secretary
Gillette Pakistan Limited
11th Floor, The Harbour Front,
Dolmen City, HC-3, Block-4,
Abdul Sattar Edhi Avenue Clifton,
Karachi - 75600, Pakistan.
Tel: + (92 21) 3520 5088
Fax: + (92 21) 3529 6150

Folio No. _____

I / We _____

being a Member of Gillette Pakistan Limited hereby appoint _____

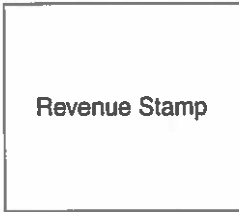
or failing him / her _____

as my / our proxy in my / our absence to attend and vote for me / us and on my / our behalf at the 30th Annual General Meeting of the Company to be held on October 24, 2017 and at any adjournment thereof.

As witness my hand this _____ day of _____ 2017

Signed by the said _____

in the presence of _____



Important:

1. Signatures should agree with the specimen signatures registered with the Company.
2. This form of proxy duly completed and signed across a revenue stamp, must be deposited at the Company's registered office not less than 48 hours before the time for holding the Meeting.



پراکسی فارم

کمپنی سیکرٹری

جیلٹ پاکستان لمیٹڈ

11 ویں منزل، دی ہاربر فرنٹ،

ڈالین سٹی HC-3، بلاک 4،

عبدالتار ایڈھی ایوینیو، کراچی 75600 پاکستان

فون: + (92 21) 3520 5088

فیکس + (92 21) 3529 6150

فولیو نمبر

میں / ہم

بطور ممبر جیلٹ پاکستان لمیٹڈ _____ کو اور اس / ان کی عدم موجودگی کی صورت

میں _____ کو اپنی جگہ مختار (پراکسی) مقرر کرتا ہوں / کرتے ہیں تاکہ وہ میری / ہماری جگہ اور میری / ہماری طرف

سے 24 اکتوبر 2017 کو منعقد ہونے والے کمپنی کے 30 ویں سالانہ اجلاس عام / کسی التوا شدہ اجلاس میں شرکت کر سکے اور ووٹ دے سکے۔

گواہان کی موجودگی میں

دستخط _____ تاریخ _____ 2017

دستخط گواہان

ریونیو اسٹمپ

نام _____

نام _____

اہم نوٹ:

i. دستخط کمپنی میں موجود رجسٹرڈ دستخط کے مطابق ہونے چاہیں۔








ii. یہ پراکسی فارم مکمل کر کے ریونیو اسٹمپ پر دستخط کے ساتھ کمپنی کے رجسٹرڈ دفتر میں اجلاس کے انعقاد سے کم از کم 48 گھنٹہ پہلے جمع کرانا لازمی ہے۔










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