



# ANNUAL ACCOUNTS JUNE 2021



## CONTENTS

Corporate Information .....	02
Vision Statement .....	03
Chairman's Review Report .....	04
Directors' Report .....	06
Statement of Compliance with the Code of Corporate Governance .....	16
Review Report to the Members .....	19
Independent Auditors' Report .....	20
Statement of Financial Position .....	24
Statement of Profit or Loss .....	25
Statement of Changes in Equity .....	26
Statement of Cash Flows .....	27
Notes to the Financial Statements .....	28
Notice of Annual General Meeting .....	56
Proxy Form .....	60



## CORPORATE INFORMATION

### BOARD OF DIRECTORS

CHAIRMAN  
MEMBERS

Muhammad Khurram Kidwai  
Khalid Ahmed Farid  
Muhammad Usman  
Anam Parekh  
Abdullah Saleh  
Syed Jawaid Iqbal  
Sheikh Adil Hussain

### AUDIT COMMITTEE

CHAIRMAN  
MEMBERS

Syed Jawaid Iqbal  
Muhammad Khurram Kidwai  
Abdullah Saleh

### HEAD OF INTERNAL AUDIT

Saad Un Nabi Khan

### HUMAN RESOURCE & REMUNERATION COMMITTEE

CHAIRMAN  
MEMBERS

Sheikh Adil Hussain  
Muhammad Khurram Kidwai  
Khalid Ahmed Farid

### CHIEF EXECUTIVE OFFICER

Khalid Ahmed Farid

### CHIEF FINANCIAL OFFICER

Syed Irshad Hassan

### COMPANY SECRETARY & SECRETARY TO THE AUDIT COMMITTEE

Moosa Haroon

### AUDITORS

Yousuf Adil, Chartered Accountants

### LEGAL ADVISORS

Azeem Rashid

### 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. Shahra-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](http://www.gillettepakistan.com)



# VISION STATEMENT

To build Total Brand Value by innovating to deliver consumer value and customer leadership faster, better and more completely than our competition.

Our vision is driven by two fundamental principles that provide the foundation for our activities:

Organizational Excellence  
Core Values



## CHAIRMAN'S REVIEW REPORT

I am pleased to welcome you at the Annual General Meeting of Gillette Pakistan Limited ('the Company') and present on behalf of the Board of Directors ('the Board'), the Audited Statements of Accounts for the year ended June 30, 2021 along with my review on the performance of your Company.

### Economic Overview:

Pakistan economy has successfully resisted three waves of covid-19 pandemic and recovered successfully during the fiscal year 2020-21. The V shape recovery with 4% GDP growth after witnessing negative growth in preceding fiscal year has proven the economic resilience in the country.

The State Bank of Pakistan has indicated to keep the benchmark interest rate at 7% in short to medium term despite inflationary pressure in order to keep current momentum in the economy which has further escalated the confidence of the investor in the country's economy.

### Business Overview:

Fiscal year 2020-21 was a strong year on Gillette Pakistan with Sales Revenue closing at +10% vs year ago. This was despite headwinds on the macro-economic front and imported costs coupled with increased commodity price and freight cost.

To cover for this, the Company has been able to manage the cost structure of doing business by rationalizing certain business expenditure which in turn helped in profitability of 8% for current fiscal year.

During the year, the Company closely focused on distribution and coverage expansion. Major focus areas for this year were (i) driving disposables & systems (ii) exploring new market segment and launching product (iii) and continued focus on channel fundamentals. In addition, the Company also continued to offer its consumers better value promo packs across portfolio coupled with marketing campaigns and other consumer touch point events.

As a result of the above, the brand was able to generate gross margin of 20% for current fiscal year. This is due to the efforts placed by the management in negotiating our supply prices to ensure that our supplier prices remain competitive as well as reducing overall distribution spend pool.

### Future Outlook:

Moving forward we expect to pick robust growth and penetration ahead of estimated market growth by maintaining the right balance in our portfolio and high levels of distribution behind coverage expansion along with consumer centric marketing. The management's key focus is to ensure top line continues to grow as we become more consumer focused and develop stronger trade plans. However, the management has its set of challenges ahead of them in the form of further currency devaluation and rising global commodity prices.

### Acknowledgement:

On behalf of the Board of Directors, I would like to express my appreciation to our Shareholders for their absolute confidence, our Supplier for maintaining sustained and quality supplies, our parent and associated companies for their continuous guidance, our valued Customers for their unparalleled reliance in Company's illustrious product line and the Regulators and other stakeholders for their understanding and support. I would accordingly, put on thanks to the Board of Directors for their contribution, the management and employees for their persistent and untiring commitment, arduous work and co-operation throughout the year.

On behalf of the Board,

**Muhammad Khurram Kidwai**  
Chairman

September 30, 2021



## چیرمین جائزہ رپورٹ

مجھے حلیہ پاکستان لمیٹڈ (کمپنی) کی سالانہ جنرل میٹنگ میں خوش آمدید کہتے ہوئے خوشی ہوئی اور بورڈ آف ڈائریکٹرز (بورڈ) کی جانب سے 30 جون 2021 کو ختم ہونے والے سال کے اکاؤنٹس کے آڈٹ شدہ بیانات کے ساتھ آپ کی کمپنی کی کارکردگی اپنے جائزے کے ساتھ پیش کرتا ہوں۔

### اقتصادی جائزہ:

پاکستان کی معیشت نے کوویڈ 19 وبائی بیماری کی تین لہروں کا کامیابی سے مقابلہ کیا ہے اور مالی سال 2020-21 کے دوران کامیابی سے صحت یاب ہوئی ہے۔ پچھلے مالی سال میں منفی نمو دیکھنے کے بعد 4 فیصد جی ڈی پی نمو کے ساتھ وی شکل کی بازیابی نے ملک کی معاشی لچک کو ثابت کیا ہے۔

اسٹیٹ بینک آف پاکستان نے معیشت میں موجودہ رفتار کو برقرار رکھنے کے لیے افراط زر کے دباؤ کے باوجود مختصر سے درمیانی مدت میں بیچ مارک شرح سود کو 7 فیصد پر رکھنے کا عندیہ دیا ہے جس نے ملکی معیشت میں سرمایہ کار کا اعتماد مزید بڑھا دیا ہے۔

### کاروباری جائزہ:

مالی سال 2020-21 حلیہ پاکستان کے لیے ایک مضبوط سال تھا جس کے ساتھ سبزی ریونیو گزشتہ سال کے مقابلے میں +10 فیصد پر بند ہوا۔ یہ بڑے اقتصادی محاذ اور درآمدی اخراجات کے ساتھ ساتھ اشیاء کی قیمت اور مال برداری کی قیمت میں اضافے کے باوجود تھا۔

اس کا احاطہ کرنے کے لیے، کمپنی کچھ کاروباری اخراجات کو معقول بنا کر کاروبار کرنے کے اخراجات کے ڈھانچے کا انتظام کرنے میں کامیاب رہی جس کے نتیجے میں موجودہ مالی سال کے لیے 8 فیصد منافع میں مدد ملی۔

سال کے دوران، کمپنی نے تقسیم اور کوریج کی توسیع پر قریب سے توجہ دی۔ اس سال کے لیے اہم توجہ کے علاقے تھے (۱) ڈسپوز ایبلز اور سسٹمز (۲) مارکیٹ کے نئے حصے کو دریافت کرنا اور پروڈکٹ لانچ کرنا (۳) اور چینل کے بنیادی اصولوں پر مسلسل توجہ دینا۔ اس کے علاوہ، کمپنی نے اپنے صارفین کو پورے پورٹ فولیو میں مارکیٹنگ مہمات اور دیگر کنزرویٹو پوائنٹ ایونٹس کے ساتھ بہتر ویلیو پرومویک پیش کرنا جاری رکھا ہے۔

مذکورہ بالا کے نتیجے میں، برانڈ رواں مالی سال کے لیے 20 فیصد کا مجموعی مارجن پیدا کرنے میں کامیاب رہا۔ یہ ہماری سپلائی کی قیمتوں پر بات چیت میں انتظامیہ کی طرف سے کی جانے والی کوششوں کی وجہ سے ہے تاکہ یہ یقینی بنایا جاسکے کہ سپلائر کی قیمتیں مسابقتی رہیں اور ساتھ ہی مجموعی تقسیم کے اخراجات کو کم کریں۔

### مستقبل کا نقطہ نظر:

آگے بڑھتے ہوئے ہم اپنے پورٹ فولیو میں صحیح توازن برقرار رکھنے اور صارفین کی مرکز مارکیٹنگ کے ساتھ کوریج کی توسیع کے پیچھے تقسیم کی اعلیٰ سطح کو برقرار رکھتے ہوئے مارکیٹ کی متوقع نمو سے پہلے مضبوط ترقی اور دخول کی توقع کرتے ہیں۔ مینجمنٹ کی بنیادی توجہ اس بات کو یقینی بنانا ہے کہ ٹاپ لائن بڑھتی رہے کیونکہ ہم زیادہ صارفین پر مرکوز ہو جاتے ہیں اور مضبوط تجارتی منصوبے تیار کرتے ہیں۔ تاہم انتظامیہ کو کرنسی کی مزید قدر میں اور اشیاء کی بڑھتی ہوئی عالمی قیمتوں کی صورت میں چیلنجز کا سامنا ہے۔

### اعتراف:

بورڈ آف ڈائریکٹرز کی جانب سے، میں اپنے حصص یافتگان کے مکمل اعتماد کے لیے ان کا شکریہ ادا کرنا چاہوں گا، ہمارے سپلائر مسلسل اور معیاری سپلائی کو برقرار رکھنے کے لیے، ہمارے (Parent) اور اس سے وابستہ کمپنیوں کو ان کی مسلسل رہنمائی کے لیے، ہمارے قابل قدر گاہکوں کو ان کے بے مثال انحصار کے لیے کمپنی کی شاندار پروڈکٹ لائن اور ریگولیٹرز اور دیگر اسٹیک ہولڈرز کو ان کی سمجھ اور مدد کے لیے۔ اس کے مطابق، میں بورڈ آف ڈائریکٹرز کا ان کی شراکت، انتظامیہ اور ملازمین کی مسلسل اور انتھک وابستگی، سخت محنت اور سال بھر تعاون کے لیے شکریہ ادا کروں گا۔

بورڈ کی جانب سے،

محمد خرم کدوانی

چیرمین

30 ستمبر 2021





## 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, 2021, along with the auditors' report thereon.

### Financial Results:

The principal activities of the Company include marketing and selling of blades and razors. Following are the financial results of the Company for the year ended June 30, 2021:

### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 2021

	June 30, 2021	June 30, 2020
	----- Rupees in '000 -----	
Revenue from contracts with customers – net	2,162,727	1,971,294
Cost of goods sold	(1,725,063)	(1,313,194)
Gross profit	437,664	658,100
GP Ratio	20.2%	33.4%
Selling, marketing and distribution expenses	(259,568)	(287,045)
Administrative expenses	(59,392)	(47,132)
Other operating expenses	(27,546)	(26,473)
Interest expense	(2,657)	(5,530)
Bank charges	(444)	(361)
Other income	65,209	59,972
Profit / (loss) before tax	153,266	351,531
BT Ratio	7.1%	17.9%
Income tax expense	(114,883)	(129,407)
Profit / (loss) after tax	38,383	222,124
AT Ratio	1.8%	11.3%
	----- Rupees -----	
Earnings / (loss) per share	1.64	11.57

This fiscal year was yet another challenging year for the Company behind COVID-19 restrictions, increased duties and significant devaluation in local currency. Despite of these challenges, the Company was able to achieve 10% growth in sales. It was achieved with increasing distribution and launch of new segments. Although gross margin was decreased due to increase in purchase cost.

Selling and distribution expenses were reduced by 9% behind efforts placed in controlling transport & warehousing cost by management. Although, administrative expenses were increased by Rs. 12 million mainly driven by professional charges of consultants and legal advisors for right share issuance. The salaries expenses also increased in the current year behind increase in benefits of employees.

In the current year, exchange losses and stock written off were in line vs. last year.

### Dividend:

The Board reviewed the financial results of the Company along with the financial position for the year ended June 30, 2021 and has decided to not pay dividend for the year.



### Board of Directors:

During the year 2020-21, Mr. Arsalan Siddiqui resigned from the board. Mr. Khurram Kidwai joined w.e.f. July 15, 2020. Further, current Directors were re-appointed on June 25, 2021 for three years term by members.

### The names of elected directors are as follows:

1. Muhammad Khurram Kidwai – Chairman
2. Mr. Khalid Ahmed Farid – Executive Director
3. Muhammad Usman
4. Ms. Anam Parekh
5. Mr. Abdullah Saleh
6. Syed Jawaid Iqbal – Independent Director
7. Mr. Sheikh Adil Hussain – Independent Director

### The composition of the Board is as follows:

- The total number of directors are seven including one female directors.
- The Board comprises of two executive, three non-executive and two independent directors.
- The Board has constituted following committees:

### Audit Committee

1. Syed Jawaid Iqbal – Chairman
2. Muhammad Khurram Kidwai
3. Mr. Abdullah Saleh

### Human Resource & Remuneration Committee

1. Sheikh Adil Hussain – Chairman
2. Mr. Khalid Ahmed Farid
3. Mr. Muhammad Khurram Kidwai

### 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](http://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 91.7% 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.
- Policy for Director’s Remuneration is mentioned in Articles of the Company. As per policy, remuneration is paid to independent Directors and no fee is paid to non-executive Directors.
- The value of investments of provident and pension funds based on un-audited financial statements as at June 30, 2021 amounts to Rs.10.25 million and Rs. 100.58 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, 2021 is in “Annexure C” to the directors’ report.
- The Company has planned the Director’s orientation program for all Directors to ensure compliance with the Code of Corporate Governance regulations 2019.
- During the year, right shares were issued to existing Directors as per their current holding. Except this, no trade in shares of the Company was carried out by any executives 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 presented separately in this annual report.

### External auditors

M/s. 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, 2022. The Board also recommend their reappointment.

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 and confidence in the Company.

On behalf of the Board,

**Khalid Ahmed Farid**  
Chief Executive

**Syed Jawaid Iqbal**  
Director

Karachi  
September 30, 2021

**KEY OPERATING AND FINANCIAL DATA**

Annexure "A"

		FY15/16	FY16/17	FY17/18	FY18/19	FY19/20	FY20/21
<b>INCOME STATEMENT</b>							
Net Sales	Rs. in '000	1,902,154	1,834,575	1,828,717	1,962,721	1,971,294	2,162,727
Cost of Goods Sold	Rs. in '000	-1,472,853	-1,506,003	-1,233,559	-1,310,766	-1,313,294	-1,725,063
Gross Profit	Rs. in '000	429,301	328,572	595,158	651,955	658,100	437,664
<b>GP Ratio</b>	%	22.6%	17.9%	32.5%	33.2%	33.4%	20.2%
Other income	Rs. in '000	28,344	11,562	2,910	30,244	59,972	65,209
Selling, marketing and distribution expense	Rs. in '000	-291,378	-302,272	-336,221	-328,538	-287,045	-259,568
Administrative expenses	Rs. in '000	-72,678	-22,234	-29,132	-45,786	-47,132	-59,392
Other operating expenses	Rs. in '000	(19,068)	-99,028	-107,217	-41,811	-26,473	-27,546
Finance Cost	Rs. in '000	-27	-17	-8,930	-7,593	-5891	-3101
Net Profit before taxes	Rs. in '000	74,494	(83,417)	116,568	258,471	351,531	153,266
<b>PBT Ratio</b>	%	3.9%	-4.5%	6.4%	13.2%	17.8%	7.1%
Income tax expense	Rs. in '000	-103,817	-110,045	-112,246	-94,078	-129,407	-114,883
Net Earnings AT	Rs. in '000	-29,323	-193,462	4,322	164,393	222,124	38,383
<b>PAT Ratio</b>	%	-1.5%	-10.5%	0.2%	8.4%	11.3%	1.8%
<b>EPS</b>	(Rs./share)	-1.53	-10.08	0.23	8.56	11.57	1.64
<b>Dividends</b>	(Rs./share)	Nil	Nil	Nil	1.25	3.5	Nil
		FY15/16	FY16/17	FY17/18	FY18/19	FY19/20	FY20/21
<b>BALANCE SHEET</b>							
Cash & cash equivalents	Rs. in '000	200,458	108,400	1,092	562,937	493,515	534,379
Trade Receivables	Rs. in '000	192,618	248,020	168,062	156,356	193,290	131,198
Other Receivables	Rs. in '000	13,119	402,703	203,941	81,130	139,306	260,014
Inventory	Rs. in '000	565,767	582,269	382,081	326,792	511,860	648,844
Right of use assets	Rs. in '000	-	-	-	-	32,860	20,650
Other Assets	Rs. in '000	94,090	90,441	91,406	62,780	91,752	86,698
<b>Total Assets</b>	Rs. in '000	<b>1,066,052</b>	<b>1,431,833</b>	<b>846,582</b>	<b>1,189,995</b>	<b>1,462,583</b>	<b>1,681,783</b>
Trade Payables	Rs. in '000	221,809	727,722	43,997	532,129	517,012	562,677
Other Payables	Rs. in '000	121,578	172,999	114,736	4,380	117,205	143,476
Deferred liabilities	Rs. in '000	6,080	9,166	10,725	11,572	46,096	37,430
Short term running finance	Rs. in '000	-	-	144,774	-	-	-
Equity	Rs. in '000	716,585	521,946	532,350	641,914	782,269	938,200
<b>Total Liability and Equity</b>	Rs. in '000	<b>1,066,052</b>	<b>1,431,833</b>	<b>846,582</b>	<b>1,189,995</b>	<b>1,462,583</b>	<b>1,681,783</b>
Current ratio	Times	3.10	1.59	2.79	2.22	2.25	2.35
Quick ratio (inventory excluded)	Times	1.46	0.94	1.53	1.61	1.45	1.43
Book value per share	Rs. Per share	37.32	27.18	27.73	33.43	40.74	48.86
Receivable days	Days	36.96	49.35	33.54	29.08	35.79	22.14
Inventory days	Days	140.21	141.12	113.05	91.00	142.26	137.29
Payable days	Days	54.97	176.37	13.02	148.18	143.69	119.05



## Directors' attendance in meetings

### Annexure "B"

During the year ended June 30, 2021, there were five meetings of the Board of Directors held dated September 28, 2020, October 26, 2020, December 17, 2020, February 24, 2021 and April 21, 2021. There were four meetings of Audit Committee held dated September 28, 2020, October 26, 2020, February 24, 2021 and April 21, 2021. These meetings were attended by the directors as under:

#### Board of Directors' meetings:

Name of Directors	Meeting held during the tenure	Meetings attended
Mr. Muhammad Khurram Kidwai – Chairman	5	5
Mr. Khalid Ahmed Farid	5	4
Ms. Anam Parekh	5	5
Syed Danish Hussain Shah	5	1
Mr. Abdullah Saleh	5	5
Mr. Sheikh Adil Hussain	5	5
Syed Jawaid Iqbal	5	5

#### Audit Committee Meetings:

Name of Directors	Meeting held during the tenure	Meetings attended
Syed Jawaid Iqbal – Chairman	4	4
Mr. Muhammad Khurram Kidwai	4	3
Mr. Abdullah Saleh	4	4

#### Human Resource and Remuneration Committee:

In addition to above, one meeting of Human Resource and Remuneration Committee was held on February 24, 2021 and these meeting were attended by directors as under:

Name of Directors	Meeting held during the tenure	Meetings attended
Mr. Sheikh Adil Hussain – Chairman	1	1
Mr. Muhammad Khurram Kidwai	1	1
Mr. Khalid Ahmed Farid	1	1



Annexure "C"

Pattern of Shareholding:

No. of Shareholders	Shareholding		Total Shares Held
	From	To	
532	1	100	32,056
279	101	500	83,135
83	501	1,000	64,684
54	1,001	5,000	118,698
8	5,001	10,000	61,012
9	10,001	15,000	112,568
5	15,001	20,000	88,612
3	20,001	25,000	64,372
1	25,001	30,000	25,265
1	30,001	35,000	31,600
1	35,001	40,000	35,391
1	40,001	45,000	40,172
1	55,001	60,000	55,195
1	60,001	65,000	60,590
1	65,001	70,000	66,400
1	80,001	85,000	82,170
2	85,001	90,000	178,284
1	90,001	95,000	90,802
1	265,001	270,000	268,385
1	1,075,001	1,080,000	1,078,668
1	4,765,001	4,770,000	4,767,201
1	24,465,001	24,470,000	24,466,740
<b>988</b>			<b>31,872,000</b>

Shareholding by major category:

Shareholders Category	No. of shareholders	No. of Shares	%
Individuals	968	1,213,168	3.81
Investment Companies	-	-	-
Insurance Companies	-	-	-
Joint Stock Companies	12	1,143,880	3.59
Financial Institutions	1	1,000	0.00
Modarabas and Mutual Funds	1	278,185	0.87
Associated Companies undertaking & related parties	4	29,235,767	91.73
Foreigners	-	-	0.00
<b>Total:</b>	<b>987</b>	<b>31,872,000</b>	<b>100%</b>



### Name wise shareholding by category:

Shareholder Category	Number of Shareholders	Number of Share held
<b>Associated Companies, Undertakings and Related Parties (name wise Details)</b>		
Series Acquisition B.V.	1	29,233,941
<b>Mutual Funds (name wise detail)</b>		
	Nil	Nil
<b>Directors, CEO and their spouse(s) and minor children (name wise details)</b>		
Syed Jawaaid Iqbal	1	830
Sheikh Adil Hussain	1	830
Mr. Khalid Ahmed Farid	1	166
<b>Public Sector Companies and Corporations</b>		
	Nil	Nil
<b>Banks, Development Finance Institutions, Non- Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension funds.</b>		
	1	278,185
<b>Shareholders holding 5% or more voting rights in the listed company (name wise details)</b>		
Series Acquisition B.V.	1	29,233,941



☆ بورڈ بالآخر کمپنی کے اندرونی کنٹرول کے نظام اور اس کی تاثیر کا ذمہ دار ہے۔ اس طرح کا نظام کسی مادی غلط بیانی یا نقصان کے خطرے کو کم کرنے کے لیے بنایا گیا ہے، بجائے اس کے کہ اسے ختم کیا جائے۔ کمپنی کا روبرو بار کے سائز اور نوعیت پر غور کرتے ہوئے اندرونی کنٹرول سسٹم کو برقرار رکھتی ہے جو کسی بھی قسم کی غلط بیانی یا نقصان کے خلاف معقول یقین دہانی کراتی ہے۔ داخلی کنٹرول سسٹم کا باقاعدہ جائزہ لیا جاتا ہے اور اسے بورڈ کی آڈٹ کمیٹی نے باقاعدہ شکل دے دی ہے اور ضرورت کے مطابق اسے اپ ڈیٹ کیا جاتا ہے۔

☆ کمپنی کے موجودہ صلاحیت میں جاری رکھنے میں کسی روکاؤٹ کا شوبہ نہیں۔

☆ کمپنی دی سیریز ایکویٹن بی وی، نیدرلینڈز کی ایک ذیلی کمپنی ہے جو پی این ڈی جی، یو ایس اے کی ذیلی کمپنی ہے۔ بنیادی کمپنی کے 91.7 فیصد شیئر رکھتی ہے۔

☆ کمپنی کی فی شیئر آمدنی مالی بیانات میں ظاہر کی جاتی ہے۔

☆ چھ سالوں کے کلیدی آپریٹنگ اور مالیاتی اعداد و شمار کو ڈائریکٹرز کی رپورٹ میں "ضمیمہ A" میں دیا گیا ہے۔

☆ ٹیکس اور محصولات کے بارے میں معلومات اسٹیٹمنٹ کے نوٹس میں دی گئی ہے۔

☆ ڈائریکٹرز کے معاوضے کی پالیسی کمپنی کے آرٹیکلز میں درج ہے۔ جس کی تعداد آزاد ڈائریکٹرز کو معاوضہ دیا جاتا ہے جبکہ غیر ایگزیکٹو کو کوئی فیس نہیں دی جاتی۔

☆ 30 جون 2021 تک غیر آڈٹ شدہ مالی بیانات پرنٹی پروویڈنٹ اور پنشن فنڈز کی سرمایہ کاری کی قیمت بالترتیب 10.25 ملین اور 100.58 ملین روپے ہے۔

☆ بورڈ آف ڈائریکٹرز، آڈٹ کمیٹی اور انسانی وسائل اور معاوضہ کمیٹی کے اجلاسوں میں ڈائریکٹرز کی تفصیلات اور حاضری ڈائریکٹرز کی رپورٹ کے "ضمیمہ بی" میں ہے۔

☆ شیئر ہولڈنگ کا نمونہ اور 30 جون 2021 کے مطابق شیئر ہولڈنگ کے پیرن کے بارے میں اضافی معلومات ڈائریکٹرز کی رپورٹ میں "ضمیمہ سی" میں ہے۔

☆ کوڈ آف کارپوریٹ گورننس ریگولیشنز 2019 کی تعمیل کو یقینی بنانے کے لیے کمپنی نے تمام ڈائریکٹرز کے لیے ڈائریکٹرز کی واقفیت پروگرام کا منصوبہ بنایا ہے۔

☆ سال کے دوران، موجودہ ڈائریکٹرز کو ان کے موجودہ ہولڈنگ کے مطابق حق حصص جاری کیے گئے۔ سوائے اس کے کہ کمپنی کے شیئر/حصص کی کوئی تجارت کمپنی کے کسی بھی ایگزیکٹو نے نہیں کی۔

☆ ہم تصدیق کرتے ہیں کہ CCG میں شامل دیگر تمام مادی اصولوں کی ہر پہلو سے تعمیل کی گئی ہے۔

☆ اس سالانہ رپورٹ میں کارپوریٹ گورننس کے ضابطے کی تعمیل کا بیان الگ سے پیش کیا گیا ہے۔

### بیرونی (External) آڈیٹرز:

میسرز یوسف عادل، چارٹرڈ اکاؤنٹنٹس ریٹائر ہو چکے ہیں اور 30 جون 2022 کو ختم ہونے والے سال کے لیے کمپنی کے قانونی آڈیٹر کے طور پر دوبارہ تقرری کے لیے خود کو پیش کر چکے ہیں۔ بورڈ ان کی دوبارہ تقرری کی سفارش بھی کرتا ہے۔

بورڈ اس موقع سے فائدہ اٹھانا چاہتا ہے تاکہ کمپنی کے ملازمین کے لیے سال بھر کے عزم، محنت اور تعاون کے لیے تعریف کا اظہار کرے۔ ہم اپنے شیئر ہولڈرز/حصص یافتگان کا کمپنی میں مسلسل تعاون اور اعتماد کے لیے شکریہ ادا کرنا چاہیں گے۔

بورڈ کی جانب سے،

خالد احمد فرید  
چیف ایگزیکٹو

سید جاوید اقبال  
ڈائریکٹر

کراچی

30 ستمبر 2021





### ڈیویڈنڈ

بورڈ نے 30 جون 2021 کو ختم ہونے والے سال کی مالی پوزیشن کے ساتھ ساتھ کمپنی کے مالیاتی نتائج کا جائزہ لیا اور اس سال کے لیے منافع ادا کرنے کا فیصلہ کیا ہے۔

### بورڈ آف ڈائریکٹرز:

سال 2020-21 کے دوران جناب ارسلان صدیقی نے بورڈ سے استعفیٰ دے دیا۔ جناب خرم کدوائی 15 جولائی 2020 سے بورڈ میں شامل ہوئے۔ مزید یہ کہ موجودہ ڈائریکٹرز کو 25 جون 2021 کو ممبران نے تین سال کی مدت کے لیے دوبارہ تعینات کیا ہے۔

منتخب ڈائریکٹرز کے نام حسب ذیل ہیں:-

- (۱) جناب محمد خرم کدوائی (چیئرمین)
  - (۲) جناب خالد احمد فرید (ایگزیکٹو ڈائریکٹر)
  - (۳) محمد عثمان (غیر ایگزیکٹو)
  - (۴) محترمہ انعم پارکھ (ایگزیکٹو ڈائریکٹر)
  - (۵) جناب عبداللہ صالح (غیر ایگزیکٹو)
  - (۶) جناب سید جاوید اقبال (آزاد ڈائریکٹر)
  - (۷) جناب شیخ عادل حسین (آزاد ڈائریکٹر)
- بورڈ کی تشکیل مندرجہ ذیل ہے:-

☆ ڈائریکٹرز کی کل تعداد سات ہے جن میں ایک خاتون ڈائریکٹر بھی شامل ہے۔

☆ بورڈ میں 12 ایگزیکٹو، 3 غیر ایگزیکٹو، اور 2 آزاد ڈائریکٹر شامل ہیں۔

☆ بورڈ نے مندرجہ ذیل کمیٹیاں تشکیل دی ہیں:-

### آڈٹ کمیٹی:

- ۱- سید جاوید اقبال (چیئرمین)
- ۲- جناب محمد خرم کدوائی
- ۳- جناب عبداللہ صالح
- چیئرمین ریسورس اینڈ ریمپوزیشن کمیٹی:
- ۱- شیخ عادل حسین (چیئرمین)
- ۲- جناب خالد احمد فرید
- ۳- جناب محمد خرم کدوائی

### ضابطہ اخلاق:

بورڈ نے ایک ضابطہ اخلاق اپنایا ہے جس میں قابل قبول اور ناقابل قبول سلوک کی وضاحت کی گئی ہے۔ بورڈ نے اس ضابطہ کو پوری کمپنی میں پھیلانے کے ساتھ ساتھ معاون پالیسیوں اور طریقہ کار کے ساتھ اقدامات کیے ہیں اور یہ ضابطہ کمپنی کی ویب سائٹ [www.gillettepakistan.com](http://www.gillettepakistan.com) پر بھی موجود ہے۔

### کارپوریٹ گورننس کا ضابطہ:

کوڈ آف کارپوریٹ گورننس کی تعمیل میں بورڈ مندرجہ ذیل بیان کرتا ہے:-

☆ کمپنی کے انتظام کے ذریعہ تیار کردہ مالیاتی بیانات، اس کے معاملات کی منصفانہ حالت، اس کے آپریشن کے نتائج، نقد بہاؤ اور ایکویٹی میں تبدیلیاں پیش کرتے ہیں۔

☆ کمپنی کے اکاؤنٹ کے کھاتے مناسب طریقے سے برقرار رکھے گئے ہیں۔

☆ مناسب اکاؤنٹنگ پالیسیوں کو مالی بیانات کی تیاری میں مستقل طور پر لاگو کیا گیا ہے اور اکاؤنٹنگ کے تخمینے معقول اور سمجھدار فیصلے پر مبنی ہیں۔

☆ بین الاقوامی مالیاتی رپورٹنگ کے معیارات، جیسا کہ پاکستان میں لاگو ہوتا ہے، مالی بیانات کی تیاری میں عمل کیا گیا ہے۔



## ڈائریکٹرز رپورٹ:

جلپٹ پاکستان لمیٹڈ (کمپنی) کے بورڈ آف ڈائریکٹرز (بورڈ) کی جانب سے، ہمیں جون 30، 2021 کو ختم ہونے والے سال کے لیے آڈٹ شدہ مالی بیانات اور اس پر آڈیٹرز کی رپورٹ پیش کرنے پر خوشی ہیں۔

### مالی نتائج:

کمپنی کی بنیادی سرگرمیوں میں بلیڈ اور اسٹرا کی مارکیٹنگ اور فروخت شامل ہے۔ 30 جون 2021 کو ختم ہونے والے سال کے لیے کمپنی کے مالی نتائج درج ذیل ہیں۔

### نفع و نقصان کے حسابات برائے سال ختمہ 30 جون 2021

30 جون 2020	30 جون 2021
----- روپے میں -----	----- روپے میں -----
1,971,294	2,162,727
(1,313,194)	(1,725,063)
658,100	437,664
33.4%	20.2%
(287,045)	(259,568)
(47,132)	(59,392)
(26,473)	(27,546)
(5,530)	(2,657)
(361)	(444)
59,972	65,209
351,531	153,266
17.9%	7.1%
(129,407)	(114,883)
222,124	38,383
11.3%	1.8%
----- Rupees -----	----- Rupees -----
11.57	1.64

فروخت - خالص

فروخت سامان کی قیمت

کل منافع

GP تناسب

فروخت، مارکیٹنگ اور تقسیم کے اخراجات

دوسرے Operating اخراجات

سودی (Interest) خرچ

بینک کی فیس

اسکے علاوہ آمدنی

منافع / نقصان (ٹیکس سے پہلے)

BT تناسب

آمدنی پر ٹیکس کا خرچ

منافع / نقصان (ٹیکس کے بعد)

AT تناسب

منافع / نقصان (فی شیئر)

یہ مالی سال کمپنی کے لیے COVID-19 پابندیوں، ڈیویڈنڈوں میں اضافے اور مقامی کرنسی میں نمایاں کمی کے پیچھے ایک اور مشکل سال تھا۔ ان چیلنجوں کے باوجود، کمپنی فروخت میں 10 فیصد اضافہ حاصل کرنے میں کامیاب رہی۔ یہ بڑھتی ہوئی تقسیم اور نئے طبقات کے آغاز کے ساتھ حاصل کیا گیا تھا۔ اگرچہ خریداری کی لاگت میں اضافے کی وجہ سے مجموعی مارجن میں کمی آئی۔

فروخت اور تقسیم کے اخراجات منجمنٹ کی طرف سے نقل و حمل اور گودام کی لاگت کو کنٹرول کرنے کی کوششوں کے پیچھے 9 فیصد کم ہوئے۔ البتہ، انتظامی اخراجات میں 12 ملین کا اضافہ ہوا جس کی بنیادی وجہ رایت شیئر کی وجہ سے قانونی مشیروں اور پیشہ وارانہ خدمت میں اضافہ ہوا۔ موجودہ سال میں ملازمین کے فوائد میں اضافے کے بعد تنخواہوں کے اخراجات میں بھی اضافہ ہوا۔

موجودہ سال میں ایکسچینج نقصان اور ریٹرن آف پیپل سال کے موسمی رہے۔



## STATEMENT OF COMPLIANCE WITH THE (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019

FOR THE YEAR ENDED JUNE 30, 2021

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

1. The total number of directors are seven as per the following:

- a. Male Directors: Six
- b. Female Directors: One

2. The Composition of board as at June 30, 2021 is as follow:

Category	Names
Independent Director	Syed Jawaid Iqbal Mr. Sheikh Adil Hussain*
Non-Executive Director	Mr. Muhammad Khurram Kidwai (Chairman) Mr. Abdullah Saleh Mr. Syed Danish Hussain Shah
Executive Director	Mr. Khalid Farid
Female Executive Director	Ms. Anam Parekh

The independent directors on the Board have met the criteria of independence mentioned under section 166(2) of Companies Act 2017.

- 3. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this company (excluding the listed subsidiaries of listed holding companies, where applicable).
- 4. 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.
- 5. The board has developed a vision / mission statement, overall corporate strategy and significant policies of the Company. A complete record of significant policies along with the dates on which they were approved or amended has been maintained.
- 6. All the powers of the board have been duly exercised and decisions on relevant matters have been taken by board / shareholders as empowered by the relevant provisions of the Act and these Regulations.
- 7. 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. The board has complied with the requirements of Act and the Regulations with respect to frequency, recording and circulating minutes of meeting of board.
- 8. The board of directors have a formal policy and transparent procedures for remuneration of directors in accordance with the Act and these Regulations.



9. No Directors' Training program was held during the year however, below mentioned newly appointed director will undergo with the Directors' Training Program certification within the time period prescribed in these Regulations:

i- Mr. Muhammad Khurram Kidwai

10. The board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment and complied with relevant requirements of the Regulations.

11. Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before approval of the board.

12. The board has formed committees comprising of members given below:

Category	Names
Audit Committee	Syed Jawaid Iqbal (Chairman) Mr. Khurram Kidwai Ms. Abdullah Saleh
HR and Remuneration Committee	Mr. Sheikh Adil Hussain* (Chairman) Mr. Khalid Ahmed Farid Mr. Khurram Kidwai
Nomination Committee	-
Risk Management Committee	-

13. The terms of reference of the aforesaid committees have been formed, documented and advised to the committee for compliance.

14. The frequency of meetings of the committee are as per following:

Committee	Frequency of meetings
a) Audit Committee	Quarterly
b) HR and Remuneration Committee	As on need basis (atleast annually)
c) Nomination Committee	As on need basis
d) Risk Management Committee	As on need basis

15. The board has outsourced the internal audit function to M/s EY Ford Rhodes, Chartered Accountants, who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.



16. 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 and registered with Audit Oversight Board of Pakistan, 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.
17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.
18. We confirm that all other requirements of the Regulations 3, 6, 7, 8, 27, 32, 33 and 36 have been complied with except as mentioned in para 18.1 below:
- 18.1. As per regulation 6, it is mandatory that each listed company shall have at least two or one third members of the Board, whichever is higher, as independent directors and currently, there are two independent directors in a board of seven directors. With regard to compliance with Regulation 6 pertaining to fraction contained in one-third number and not rounded up as one, Management believes that two Independent Directors are sufficient to represent minority shareholders which are only 8.3% of total shareholders. As per Regulation 6 rounding up was not mandatory and the Regulators had placed Regulation 6 rounding up under the 'comply or explain' approach which enabled the Board to explain its reasoning.
19. Explanation for non-compliance with requirement, other than regulations 3, 6, 7, 8, 27, 32, 33 and 36 are below:
- 19.1 In addition to the mandatory and non-mandatory clauses / regulations stipulated in the Regulations, there are certain regulations / clauses in the Regulations in which word 'may' or 'encouraged' have been used. We understand that these clauses remain recommendatory in nature and therefore, neither fall under mandatory regulations / clauses nor fall into 'comply or explain' approach. However, the Company may voluntarily comply with such regulations / clauses as at June 30, 2021, the Company has complied with certain recommendatory regulations / clauses and the Company may consider compliance with remainder of these in future.

Signature  
Mr. Khurram Kidwai  
CHAIRMAN

**REVIEW REPORT ON THE STATEMENT OF COMPLIANCE  
CONTAINED IN LISTED COMPANIES  
(CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019**

Tel: +92 (0) 21 - 3454 6494-7  
Fax: +92 (0) 21 - 3454 1314  
Web: [www.yousufadil.com](http://www.yousufadil.com)

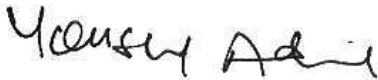
We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of Gillette Pakistan Limited (the Company) for the year ended June 30, 2021 in accordance with the requirements of regulation 36 of the Regulations.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. 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 Regulations.

As a part of our audit of the 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 Regulations require 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, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee.

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 requirements contained in the Regulations as applicable to the Company for the year ended June 30, 2021.

**Chartered Accountants**

Place: Karachi

Date: October 04, 2021

Independent Correspondent Firm to  
**Deloitte Touche Tohmatsu Limited**



**INDEPENDENT AUDITORS' REPORT****To the members of Gillette Pakistan Limited  
Report on the Audit of the Financial Statements**

**Yousuf Adil**  
Chartered Accountants  
Cavish Court A-35, Block 7 & 8  
KCHSU, Shahr-e-Faisal  
Karachi - 75350  
Pakistan.

Tel: +92 (0) 21 - 3454 6494-7  
Fax: +92 (0) 21 - 3454 1314  
Web: [www.yousufadil.com](http://www.yousufadil.com)

**Opinion**

We have audited the annexed financial statements of Gillette Pakistan Limited (the Company), which comprise the statement of financial position as at June 30, 2021, and the statement of profit or loss and statement of comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, 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 the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of profit or loss, statement of comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), 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, 2021 and of the profit, the comprehensive income, the changes in equity and its cash flows for the year then ended.

**Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following are the Key audit matters:

S.No.	Key audit matter	How the matter was addressed in our audit
1	<b>Revenue:</b>  The Company has earned 100% of the revenue from local sales of goods during the year.  The amount of revenue is the most significant class of transaction on the statement of profit or loss.  Revenue from local sales of goods is recognized when or as control of goods has been transferred to the customer at a point in time, which in the case of the Company coincides with physical receipt of shipment of goods at the warehouse of the customer.	<ul style="list-style-type: none"><li>- Our audit procedures included considering the appropriateness of the Company's revenue recognition accounting policies, including those relating to transfer of control of goods to the customer at a point in time and assessing compliance with the policies in terms of applicable accounting and reporting standards.</li><li>- We also reviewed the distribution agreement with the local sale distributor in order to confirm the management position with regards to transfer of control of the goods to the customer and recognition of related revenue.</li></ul>

S.No.	Key audit matter	How the matter was addressed in our audit
	<p>Since, local sales revenue is a key performance measure for the Company, therefore it has been considered key audit matter.</p> <p>The Company's accounting policy in respect of revenue is disclosed in note 5.13 to the financial statements.</p>	<ul style="list-style-type: none"> <li>- We tested the design, implementation and operating effectiveness of the Company's controls over local sale of goods as per the policy.</li> <li>- For sales made during the year, we verified sales transactions on sample basis by obtaining supporting documents.</li> <li>- We assessed sales transactions taking place at either side of the year-end with supporting documents to assess the appropriateness of revenue recognized during the period.</li> </ul>
2	<p><b>Valuation of Stock-in-trade</b></p> <p>The total Stock-in-trade as at year end represented 39% of the Company's total assets.</p> <p>Stock-in-trade is carried in the financial statements at the lower of cost and net realizable value. Net realizable value includes subsequent selling prices and estimate of cost of sale.</p> <p>Further, the Company has a practice to record the stock-in-trade at standard cost, and variances are adjusted using the profit center wise inventory turnover ratio.</p> <p>Also, the provisions and write-offs for all damaged and obsolete stock-in-trade are made based on the specific identification of items of stock-in-trade by management.</p> <p>Considering the above matters, the valuation of stock-in-trade has been considered as key audit matter.</p> <p>The Company's accounting policy in respect of Inventory is disclosed in note 5.5 to the financial statements.</p>	<ul style="list-style-type: none"> <li>- Performed recalculation of net realizable value (NRV) for samples selected in the closing stock-in-trade by comparing the cost with the: <ul style="list-style-type: none"> <li>• subsequent selling prices which we tested on sample basis;</li> <li>• less cost to sell which was estimated based on the current year results.</li> </ul> </li> <li>- Obtained details of stock items written off during the year and also checked them on test basis with supporting documents.</li> <li>- We also observed physical count which was performed at year end.</li> <li>- We evaluated assumptions applied by management to identify the amount of variances that needed to be adjusted and we also tested the design, implementation and operating effectiveness of the Company's controls that the Company had in place over the standard costing and variance calculation process.</li> <li>- For selected samples, we checked variances and valuation through comparing standard cost with the actual cost as per the purchase invoice and ensured that the variances were adjusted as per the profit center wise inventory turnover ratio of the Company.</li> </ul>

**Information Other than the Financial Statements and Auditor's Report Thereon**

Management is responsible for the other information. The other information comprises the information included in the Annual Report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Responsibilities of Management and Board of Directors for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017(XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

**Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.


From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

#### **Report on Other Legal and Regulatory Requirements**

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss and other comprehensive income or the income and expenditure account, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

The engagement partner on the audit resulting in this independent auditor's report is Nadeem Yousuf Adil.



**Chartered Accountants**

Place: Karachi  
Date: Date: October 04, 2021



# Statement of Financial Position

As at June 30, 2021

	Note	2021	2020
----- (Rupees in '000) -----			
Bank balances	6	14,829	14,558
Advance income tax - net		29,750	19,753
Sales tax refundable - net		53,945	58,921
Other financial assets	7	519,550	478,957
Other receivables and prepayment	8	260,014	139,306
Trade deposits		2,788	13,079
Trade debts	9	131,198	193,290
Inventories	10	648,844	511,860
<b>Total current assets</b>		<b>1,660,918</b>	<b>1,429,724</b>
Right-of-use asset	11	20,650	32,644
Long-term deposits	12	215	215
<b>Total non-current assets</b>		<b>20,865</b>	<b>32,859</b>
<b>Total assets</b>		<b>1,681,783</b>	<b>1,462,583</b>
Trade and other payables	13	562,677	517,012
Contract liabilities	14	118,916	93,775
Current portion of lease liabilities		11,192	9,661
Unclaimed dividend		13,368	13,769
<b>Total current liabilities</b>		<b>706,153</b>	<b>634,217</b>
Lease liabilities	15	12,330	25,781
Retirement benefit obligation - gratuity scheme	16	25,100	20,316
<b>Total non-current liabilities</b>		<b>37,430</b>	<b>46,097</b>
<b>Total liabilities</b>		<b>743,583</b>	<b>680,314</b>
Issued, subscribed and paid-up capital	17	318,720	192,000
Unappropriated profit		619,480	590,269
<b>Total equity</b>		<b>938,200</b>	<b>782,269</b>
<b>Total liabilities and equity</b>		<b>1,681,783</b>	<b>1,462,583</b>
<b>Contingencies and commitments</b>	18		

The annexed notes from 1 to 34 form an integral part of these financial statements.

**KHALID AHMED FARID**  
Chief Executive Officer

**SYED IRSHAD HASSAN**  
Chief Financial Officer

**SYED JAWAID IQBAL**  
Director



# STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (RESTATED)

For the year ended June 30, 2021

	Note	2021	2020
----- (Rupees in '000) -----			
Revenue from contract with customers- net	19	2,162,727	1,971,294
Cost of goods sold	20	(1,725,063)	(1,313,194)
<b>Gross profit</b>		<b>437,664</b>	<b>658,100</b>
Selling, marketing and distribution expenses	21	(259,568)	(287,045)
Administrative expenses	22	(59,392)	(47,132)
Other income	23	65,209	59,972
Other operating expenses	24	(27,546)	(26,473)
Interest expense		(2,657)	(5,530)
Bank charges		(444)	(361)
<b>Profit before income tax</b>		<b>153,266</b>	<b>351,531</b>
Income tax expense	25	(114,883)	(129,407)
<b>Profit for the year</b>		<b>38,383</b>	<b>222,124</b>
<b>Other comprehensive income for the year</b>			
Items that may be reclassified subsequently to statement of profit or loss		-	-
Items that will not be reclassified to statement of profit or loss		-	-
Remeasurement of post retirement benefit obligation		(8,088)	(14,569)
<b>Total comprehensive income for the year</b>		<b>30,295</b>	<b>207,555</b>
----- (Rupees) -----			
<b>Earnings per share - basic and diluted</b>	26	<b>1.64</b>	<b>11.57</b>

The annexed notes from 1 to 34 form an integral part of these financial statements.

**KHALID AHMED FARID**  
Chief Executive Officer

**SYED IRSHAD HASSAN**  
Chief Financial Officer

**SYED JAWAID IQBAL**  
Director





## Statement of Changes In Equity

For the year ended June 30, 2021

Note	Issued, sub- scribed and paid-up capital	Unappro- priated profit	Total
	(Rupees in '000)		
<b>Balance as at July 1, 2019</b>	192,000	449,914	641,914
Profit for the year	-	222,124	222,124
Other comprehensive loss	-	(14,569)	(14,569)
Total Comprehensive income for the year	-	207,555	207,555
<b>Transactions with owners recorded directly in equity - distributions</b>			
Interim dividend @3.5 per share for the year	-	(67,200)	(67,200)
<b>Balance as at June 30, 2020</b>	<b>192,000</b>	<b>590,269</b>	<b>782,269</b>
Profit for the year	-	38,383	38,383
Other comprehensive loss	-	(8,088)	(8,088)
Total Comprehensive income for the year	-	30,295	30,295
<b>Transactions with owners recorded directly in equity - distributions</b>			
Issuance of ordinary shares 17.3	126,720	-	126,720
Transaction cost of the issuance of ordinary shares	-	(1,084)	(1,084)
<b>Balance as at June 30, 2021</b>	<b>318,720</b>	<b>619,480</b>	<b>938,200</b>

The annexed notes from 1 to 34 form an integral part of these financial statements.

**KHALID AHMED FARID**  
Chief Executive Officer

**SYED IRSHAD HASSAN**  
Chief Financial Officer

**SYED JAWAID IQBAL**  
Director



# Statement of Cash Flows

For the year ended June 30, 2021

	Note	2021	2020
----- (Rupees in '000) -----			
<b>Profit before income tax</b>		<b>153,266</b>	<b>351,531</b>
<b>Adjustment for non-cash charges and other items:</b>			
Depreciation on right-of-use assets	11	10,290	9,963
Interest income on term deposits and saving accounts	23	(25,493)	(59,505)
Interest expense on lease liabilities	15	2,657	5,530
Inventories written down to net realizable value	10.2	5,368	2,283
Provision due to slow moving and obsolete inventory	10.3	146	688
Inventories written off	10	11,010	7,188
Expense recognised / (reversed) on employee benefits - pension	16.1.5	3,847	(711)
Expense recognised on employee benefits - gratuity	16.1.5	4,517	3,035
Exchange loss - net	24	15,814	16,779
		<b>28,156</b>	<b>(14,750)</b>
<b>(Increase) in current assets:</b>			
Sales tax refundable - net		4,976	(31,729)
Other receivables and prepayment		(121,508)	(58,406)
Trade deposits		10,291	(3,586)
Trade debts		62,092	(36,934)
Inventories		(153,508)	(195,227)
		<b>(197,656)</b>	<b>(325,882)</b>
<b>Increase in current liabilities:</b>			
Trade and other payables		30,675	47,981
Contract liabilities		25,141	10,832
		<b>55,816</b>	<b>58,813</b>
<b>Cash generated from operations</b>		<b>39,581</b>	<b>69,712</b>
Income taxes paid		(124,880)	(123,681)
Retirement benefits paid	16.1.3	(12,490)	-
Interest paid		(2,657)	(5,530)
<b>Net cash used in operating activities</b>		<b>(100,446)</b>	<b>(64,582)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Proceeds from long term deposit		-	401
Interest income received		26,292	59,735
Redemption / (investment) in other financial assets		260,000	(260,000)
<b>Total Investing Activities</b>		<b>286,292</b>	<b>(199,864)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividends to shareholders		(401)	(57,811)
Issuance of ordinary shares		125,636	-
Lease payments - principal		(10,217)	(7,165)
<b>Net cash generated from / (used in) financing activities</b>		<b>115,018</b>	<b>(64,976)</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>		<b>300,864</b>	<b>(329,422)</b>
Cash and cash equivalents at the beginning of the year		228,515	557,937
<b>Cash and cash equivalents at end of the year</b>	27	<b>529,379</b>	<b>228,515</b>

The annexed notes from 1 to 34 form an integral part of these financial statements.

KHALID AHMED FARID  
Chief Executive Officer

SYED IRSHAD HASSAN  
Chief Financial Officer

SYED JAWAID IQBAL  
Director



# Notes to the Financial Statements

For the year ended June 30, 2021

## 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 repealed Companies Ordinance, 1984 (now the Companies Act, 2017) 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 Sattar Edhi Avenue, Clifton, Karachi-75600 and the Company is listed on Pakistan Stock Exchange. The principal activities of the Company include marketing and selling of blades and razors.

## 1.2 Impact of COVID-19

Impact of COVID-19 remained key concern for business operations in Pakistan. The Company remained compliant with all SOPs prescribed by Federal and Provincial Governments and employees of Gillette Pakistan Limited have been vaccinated. Business activities were not affected during lockdowns and the shipments were received as per schedule with minor disruptions. The Company remained up to date in all its financial and operational commitments.

## 2. SIGNIFICANT TRANSACTIONS AND EVENTS AFFECTING THE COMPANY'S FINANCIAL POSTION AND PERFORMANCE

Due to significant changes in economic factors the Company successfully negotiated a compensation from its sole finished product supplier, Procter and Gamble International Operations SA. The Company received credit notes amounting to Rs.187.76 million in total from the above supplier in lieu of purchases made to ensure that prices remain competitive in the market.

## 3. BASIS OF PREPARATION

### 3.1 Statement of compliance

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

- International Financial Reporting Standards (IFRS Standards) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- provisions of and directives issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS Standards, the provisions of and directives issued under the Companies Act, 2017 have been followed.

### 3.2 Basis of measurement

The financial statements have been prepared under the historical cost convention except for recognition of certain staff retirement benefits at present value as referred to in note 15 to these financial statements.



## Notes to the Financial Statements

For the year ended June 30, 2021

### 3.3 Functional and presentation currency

These financial statements are presented in Pak Rupees, which is also the Company's functional and presentation currency.

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

The preparation of financial statements in conformity with accounting and reporting standards as applicable in Pakistan, requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates underlying the assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The areas where assumptions and estimates are significant to the company's financial statements or where judgment is exercised in application of accounting policies are as follows;

- i) Impairment of financial assets (note 5.2.3)
- ii) Determination of net realizable value, provision, write off and valuation for stock-in-trade (note 5.5);
- iii) Assumptions and estimates used in accounting for defined benefits plan (note 5.7 and note 16);
- iv) Provision for taxation (note 5.6 and note 25); and
- v) Contingencies and commitments (note 18).

## 4. APPLICATION OF NEW STANDARDS, AMENDMENTS AND INTERPRETATIONS TO THE PUBLISHED APPROVED ACCOUNTING STANDARDS

### 4.1 New accounting standard / amendments and IFRS interpretation that are effective for the year ended June 30, 2021

The following standards, amendments and interpretations are effective for the year ended June 30, 2021. 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.

- Amendments to the conceptual framework for financial reporting, including amendments to references to the conceptual framework in IFRS
- Amendments to IAS 1 'Presentation of Financial Statements' and IAS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' - Definition of material
- Amendment to IFRS 16 'Leases' - Covid-19 related rent concessions
- Amendments to IFRS 3 'Business Combinations' - Definition of a business



## Notes to the Financial Statements

For the year ended June 30, 2021

- Amendments to IFRS 9 'Financial Instruments', IAS 39 'Financial Instruments: Recognition and Measurement' and IFRS 7 'Financial Instruments: Disclosures' - Interest rate benchmark reform

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

### 4.2 New accounting standards / amendments and IFRS interpretations that are not yet effective

The following amendments are only effective for accounting periods, beginning on or after the date mentioned against each of them. These 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.

#### **Amendment to conceptual framework**

**Effective from  
accounting period  
beginning on or after:**

Interest Rate Benchmark Reform – Phase 2 (Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16)

January 01, 2021

Amendment to IFRS 16 'Leases' - Covid-19 related rent concessions extended beyond June 30, 2021

April 01, 2021

Amendments to IFRS 3 'Business Combinations' - Reference to the conceptual framework

January 01, 2022

- Amendments to IAS 16 'Property, Plant and Equipment'
- Proceeds before intended use"

January 01, 2022

- Amendments to IAS 37 'Provisions, Contingent Liabilities and Contingent Assets' - Onerous Contracts — cost of fulfilling a contract

January 01, 2022

- Amendments to IAS 1 'Presentation of Financial Statements'
- Classification of liabilities as current or non-current

January 01, 2023

- Amendments to IAS 1 'Presentation of Financial Statements'
- Disclosure of accounting policies

January 01, 2023

- Amendments to IAS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' - Definition of accounting estimates

January 01, 2023

- Amendments to 'IAS 12 Income Taxes' - deferred tax related to assets and liabilities arising from a single transaction.

January 01, 2023

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



## Notes to the Financial Statements

For the year ended June 30, 2021

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 17 – Insurance Contracts

### 5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Except as mentioned in note 5.1 below, the accounting policies adopted in the preparation of these financial statements are consistent with those of the previous years' financial statements.

#### 5.1 Change in policy in relation to presentation of the statement of profit or loss and other comprehensive income

International Accounting Standard (IAS) - 1 'Presentation of Financial Statements' allows an entity to prepare separately the statement of profit or loss and the statement of comprehensive income, or the combined statement of profit or loss and other comprehensive income (showing both items of income or loss for the period and items of other comprehensive income). The Company, with effect from July 01, 2020, has changed its policy with regard to preparation of statement of profit or loss and other comprehensive income and opted to prepare a combined statement i.e. the statement of profit or loss and other comprehensive income. This change has no impact on the items of profit or loss or comprehensive income recognized in prior year except that items of comprehensive income previously presented separately in statement of comprehensive income are now presented within "statement of profit or loss and other comprehensive income".

### 5.2 Financial instruments

#### 5.2.1 Initial Recognition

All financial assets and liabilities are initially measured at cost which is the fair value of the consideration given or received. These are subsequently measured at fair value or amortised cost as the case may be.

The Company recognizes financial assets and financial liabilities on the date it becomes a party to the contractual provisions of the instrument.

Financial liabilities are not recognized unless one of the parties has performed its part of the contract or the contract is a derivative contract.

#### 5.2.2 Classification and measurement

##### 5.2.2.1 Financial assets

There are three principal classification categories for financial assets:

- Measured at amortized cost ("AC"),
- Fair value through other comprehensive income ("FVTOCI") and
- Fair value through profit or loss ("FVTPL").





## Notes to the Financial Statements

For the year ended June 30, 2021

### Financial asset at amortised cost

A financial asset is measured at amortized cost if it meets both of the following conditions and is not designated as at FVTPL;

- 1) the asset is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- 2) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

### Financial asset at FVTOCI

A financial asset is measured at FVTOCI only if it meets both of the following conditions and is not designated as at FVTPL:

- 1) the asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets; and
- 2) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

FVTOCI financial assets are subsequently measured at fair value with gains and losses arising due to changes in fair value recognised in OCI.

### Financial asset at FVTPL

All other financial assets are classified as measured at FVTPL.

In addition, on initial recognition, the Company may irrevocably designate a financial asset that otherwise meets the requirements to be measured at amortized cost or at FVOCI as at FVTPL if doing so eliminates or significantly reduces an accounting mismatch that would otherwise arise.

Financial assets are not reclassified subsequent to their initial recognition, except in the period after the Company changes its business model for managing financial assets.

Financial assets designated at fair value through profit or loss are subsequently carried at fair value, with gains and losses arising from changes in fair value recorded in the profit or loss.

### 5.2.2.2 Financial liabilities

The Company classifies its financial liabilities in the following categories:

- Measured at amortized cost ("AC"), or
- Fair value through profit or loss ("FVTPL").



## Notes to the Financial Statements

For the year ended June 30, 2021

Financial liabilities are measured at amortised cost, unless they are required to be measured at FVTPL (such as instruments held for trading or derivatives) or the Company has opted to measure them at FVTPL.

With regard to the measurement of financial liabilities designated as at fair value through profit or loss, IFRS 9 requires as follows:

- The amount of change in the fair value of a financial liability that is attributable to changes in the credit risk of that liability is presented in other comprehensive income, unless the recognition of such changes in other comprehensive income would create or enlarge an accounting mismatch in profit or loss.
- Changes in fair value attributable to a financial liability's credit risk are not subsequently reclassified to profit or loss.

### 5.2.3 Impairment of financial assets

For financial assets measured at amortized cost, recognition of impairment based on expected credit loss (ECL) model. The Company measures loss allowance of an amount equal to lifetime ECL or 12 months ECL based on credit risk.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, the Company considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Company's historical experience and informed credit assessment and including forward-looking information.

### 5.2.4 Measurement principles

The measurement basis of financial instruments is determined as follows:

#### Basis of valuation of instruments at amortised cost

Subsequent to initial recognition, financial assets classified as amortised cost are carried at amortised cost using the effective interest method.

Gains or losses are also recognised in the statement of profit or loss when financial assets carried at amortised cost are derecognised or impaired, and through the amortisation process.

### 5.2.5 Derecognition of financial assets and liabilities

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or where the entity has transferred substantially all risks and rewards of ownership. A financial liability is derecognised when the obligation specified in the contract is discharged, cancelled or expired.



## Notes to the Financial Statements

For the year ended June 30, 2021

### 5.2.6 Offsetting of financial instruments

Financial assets and financial liabilities are set off and the net amount is reported in the statement of financial position if the Company has a legal right to set off the transaction and also intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

### 5.3 Cash and cash equivalents

For the purpose of presentation in statement of cash flow, cash and cash equivalents includes cash in hand, balances with banks and investments with maturities upto three months from acquisition date that are subject to insignificant risk of changes in fair value and short term borrowings availed by the Company, which are repayable on demand and form an integral part of the Company's cash management.

### 5.4 Impairment of non-financial assets

The carrying amounts of non-financial assets are reviewed at each reporting date to ascertain whether there is any indication of impairment. If such indication exists, then the asset's recoverable amount is estimated. An impairment loss is recognized, as an expense in the statement of profit or loss, for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less cost to sell and value in use. Value in use is determined through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash generating units).

An impairment loss is reversed if there has been change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

### 5.5 Inventories

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. Also, the provisions and write-offs for all damaged and obsolete stock-in-trade are made based on the specific identification of items of stock-in-trade by management.



## Notes to the Financial Statements

For the year ended June 30, 2021

### 5.6 Taxation

#### Current

The charge for current taxation is based on taxable income at the current rate of taxation after taking into account applicable tax credits, rebates and exemptions available, if any, or minimum tax on turnover or alternate corporate tax which ever is higher. However, for income covered under Final Tax Regime (FTR), taxation is based on applicable tax rates under such regime. Income tax paid at import stage under MTR is recognised as tax expense in the period in which amount is paid.

#### Deferred

Deferred tax asset is not recognized by the Company as timing of availability of sufficient taxable profit can not be determined.

### 5.7 Staff retirement benefits

#### 5.7.1 Defined benefit plan

##### 5.7.1.1 Funded pension fund

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.

The Trustees in their meeting held on December 4, 2018 has decided that effective from July 2018 the monthly pension will be pegged with the minimum wage rate as announced by the Government of Pakistan for any financial year. Further, they have also decided in the same meeting that the pension indexation will be applied from July (previously March) of every financial year and that the indexation will be equivalent to the yearly expected inflation rate as advised by the Actuary at the start of every financial year (previously 3.7% annual increase)

Details of the plan are given in note 15 to these financial statements.

##### 5.7.1.2 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.



## Notes to the Financial Statements

For the year ended June 30, 2021

All actuarial gains and losses arising during the year are recognised immediately through 'statement of other comprehensive income' as they occur.

### 5.7.2 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.

### 5.8 Provisions

Provisions are recognised 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.

### 5.9 Foreign currency translation

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.

### 5.10 Interest income

Mark-up / return on bank balances / other financial asset is recognised on a time proportionate basis on the principal amount outstanding by applying the effective interest rate.

### 5.11 Dividend

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

### 5.12 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, 2021

### 5.13 Revenue from contracts with customers

Revenue is recognised when a contractual promise to a customer has been fulfilled by transferring control over the promised goods and services to the customer. Revenue is primarily generated from the sale of finished product to customers. Those sales predominantly contain a single delivery element and revenue is recognised at a single point in time when the performance obligation has been satisfied. Management has concluded that revenue from sale of goods be recognised at the point in time when control of the product has transferred, being when the products are delivered to the customer. Delivery occurs when the products have been delivered to the customer's destination, the risks of loss have been transferred to the customer and the customer has accepted the product.

A contract liability is recognised for expected discount payable to customers in relation to sales made until the end of the reporting period. Further the Company receives advances from its customers.

### 5.14 Leases

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The right-of-use asset is initially measured at cost, and subsequently at cost less any accumulated depreciation and impairment losses if any, and adjusted for certain re-measurements of the lease liability. The right-of-use asset is depreciated using the straight line method over the shorter of the lease term and the asset's useful life. The estimated useful lives of assets are determined on the same basis as that for owned assets. In addition, the right-of-use asset is periodically reduced by impairment losses, if any.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate.

The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payments made. It is re-measured when there is a change in future lease payments arising from a change in an index or rate, a change in assessment of whether extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

Each lease payment is allocated between the liability and finance cost. The finance cost is charged to statement of profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

The Company has elected to apply the practical expedient not to recognize right-of-use asset and lease liabilities for short term leases that have a lease term of 12 months or less and leases of low-value assets. The lease payments associated with these leases are recognized as an expense on a straight-line basis over the lease term.



## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
--	------	------	------

----- Rupees in '000 -----

### 6. BANK BALANCES

Current account		13,354	13,731
Savings account	6.1	1,475	827
		<u>14,829</u>	<u>14,558</u>

6.1 These are balances maintained with commercial banks. Effective interest rate in respect of saving accounts is 5.7% (June 30, 2020: 9.56%) per annum.

	Note	2021	2020
--	------	------	------

----- Rupees in '000 -----

### 7. OTHER FINANCIAL ASSETS

Term deposits	7.1	519,550	478,957
---------------	-----	---------	---------

#### 7.1 Term deposit includes;

- having maturity of more than 3 months	7.1.1	5,000	265,000
- having maturity of upto 3 months	7.1.2	514,550	213,957
		<u>519,550</u>	<u>478,957</u>

7.1.1 This represents term deposit, having maturity period of one year and effective interest rates 6% (June 30, 2020: 8.5%) per annum.

	Note	2021	2020
--	------	------	------

----- Rupees in '000 -----

### 8. OTHER RECEIVABLES AND PREPAYMENT

Cash margin on imports	8.1	258,208	137,819
Interest receivable on term deposits		213	799
Prepayments		697	-
Others		896	688
		<u>260,014</u>	<u>139,306</u>

8.1 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.





## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
----- Rupees in '000 -----			

### 9. TRADE DEBTS

Unsecured - considered good	9.1	<b>131,198</b>	193,290
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9.1 Trade receivables are non-interest bearing and the credit period on sale of goods ranges from 22 to 27 days (June 30, 2020: 22 to 32 days).

### 9.2 Aging of trade debts

	Not yet due	1-30 days	31-60 days	Above 60 days
--	-------------	-----------	------------	---------------

#### June 30, 2021

Neither due nor impaired  
Past due but not impaired

118,188	-	-	-
-	8,103	2,963	1,944
<b>118,188</b>	<b>8,103</b>	<b>2,963</b>	<b>1,944</b>

#### June 30, 2020

Neither due nor impaired  
Past due but not impaired

169,255	-	-	-
-	24,032	-	3
<b>169,255</b>	<b>24,032</b>	<b>-</b>	<b>3</b>

	Note	2021	2020
--	------	------	------

### 10. INVENTORIES

Finished goods

- on hand

- in transit

10.1 &amp; 10.2

<b>348,034</b>	396,781
<b>311,966</b>	122,955

<b>660,000</b>	519,736
----------------	---------

Provision due to slow-moving and obsolete inventory

10.3

<b>(146)</b>	(688)
--------------	-------

Inventory written-off

<b>(11,010)</b>	(7,188)
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<b>648,844</b>	511,860
----------------	---------

10.1 Finished goods are held at a third party warehouse under a service agreement.

10.2 Inventories includes goods costing Rs. 23.724 million (June 30, 2020: Rs. 6.054 million) written down by Rs. 5.368 million (June 30, 2020: Rs. 2.283 million) to net realizable value amounting to Rs. 18.357 million (June 30, 2020: Rs. 3.771 million).



## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
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----- Rupees in '000 -----

### 10.3 Movement of provision due to slow-moving and non-performing inventory is as follows:

Opening balance	688	343
Transfer of provision to stock written-off	(688)	(343)
Charge for the year	146	688
Closing balance	146	688

### 11 Right-of-Use Assets

Opening balance	32,644	-
Right-of-use assets recorded on initial application	-	3,541
Addition during the year	-	39,066
Impact of KIBOR	(1,703)	-
Depreciation for the year	(10,290)	(9,963)
Closing balance	20,650	32,644

11.1

11.1 The right-of-use assets comprises vehicles lease from Deinfa Motors (Private) Limited. The lease term of vehicles is 4 years.

	Note	2021	2020
--	------	------	------

----- Rupees in '000 -----

### 12. LONG-TERM DEPOSITS

Central Depository Company Limited - registration deposit	37	37
Security deposit to suppliers	178	178
	215	215

### 13. TRADE AND OTHER PAYABLES

Trade creditors	13.1	364,126	377,374
Other payable		105,819	54,630
Accrued liabilities	13.2	71,999	71,301
Payable to Workers' Welfare Fund		9,064	9,064
Payable to pension fund	16.1.2	11,669	4,643
		562,677	517,012

13.1 This represents payable to related party, Procter and Gamble International Operations SA (PGIO).

13.2 This includes payable to following related parties:

	Note	2021	2020
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----- Rupees in '000 -----

Procter & Gamble Pakistan (Private) Limited	25,432	19,548
Procter & Gamble International Operations SA-ROHQ	26,526	19,748
	51,958	39,296



## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
----- Rupees in '000 -----			
<b>14. CONTRACT LIABILITIES</b>			
Advance from customer		-	13,436
Discount accruals		118,916	80,339
		<b>118,916</b>	<b>93,775</b>
<b>15. LEASE LIABILITIES</b>			
Opening balance		35,442	-
Lease liabilities recorded on initial application		-	3,541
Lease acquired during the year		-	39,066
Impact of change in floating interest rate for the year		(1,703)	-
Lease rentals paid during the year		(12,874)	(12,695)
Finance cost incurred during the year		2,657	5,530
<b>Closing balance</b>	15.1	<b>23,522</b>	<b>35,442</b>
Current portion of lease liabilities		(11,192)	(9,661)
Non-current portion of lease liabilities		<b>12,330</b>	<b>25,781</b>

**15.1 The future payments of lease liabilities are as follows:**

This represents lease contracts for vehicles having lease term of four years. The contract is discounted using incremental borrowing rate of the company.

	June 30, 2021			June 30, 2020		
	Minimum lease payment	Finance cost allocated to future lease payment	Present value of minimum lease payment	Minimum lease payment	Finance cost allocated to future lease	Present value of minimum lease payment
----- (Rupees in '000) -----						
Not later than one year	12,920	1,728	11,192	14,447	4,786	9,661
later than one year but not later than five year	12,983	652	12,330	30,485	4,703	25,781
	<b>25,902</b>	<b>2,380</b>	<b>23,522</b>	<b>44,932</b>	<b>9,489</b>	<b>35,442</b>

**15.2 Reconciliation of liabilities arising from financing activities**

The table below shows details changes in the Company's liabilities arising from the financing activities, including both cash and non-cash changes. Liabilities arising from the financing activities are those for which cash flows were, or future cash flows will be, classified in the Company's statement of cash flows as cash flows from financing activities.



## Notes to the Financial Statements

For the year ended June 30, 2021

	Dividend	Lease liabilities
----- Rupees in '000 -----		
Balance as at July 1	13,769	35,442
Non cash item	-	(1,703)
Financing cash inflows	-	-
Financing cash outflows	(401)	(10,217)
<b>Balance as at June 30, 2021</b>	<b>13,368</b>	<b>23,522</b>

### 16. RETIREMENT BENEFITS / OBLIGATIONS

#### 16.1 Funded post retirement defined benefit plans

16.1.1 The latest actuarial valuation of post retirement benefits i.e. funded pension plans was carried out at June 30, 2021. The projected unit credit method, using the following significant financial assumptions, has been used for the actuarial valuation:

	2021		2020	
	Pension	Gratuity	Pension	Gratuity
- Discount rate - per annum compound	10.25%	10.25%	9.25%	9.25%
- Expected rate of increase in salaries - per annum	-	12.25%	-	11.25%
- Expected rate of return on plan assets - per annum	10.25%	-	9.25%	-
- Pension indexation rate - per annum	4.40%	-	3.70%	-

Mortality rates assumed were based on the State Life Insurance Corporation (SLIC) 2001-05 ultimate mortality rates, rated down by one year.

2021		2020	
Pension	Gratuity	Pension	Gratuity

----- Rupees in'000 -----

#### 16.1.2 Statement of financial position reconciliation

Fair value of plan assets	(106,179)	-	(103,460)	-
Present value of defined benefit obligations	117,848	25,100	108,103	20,316
Funded status	11,669	25,100	4,643	20,316

#### 16.1.3 Movement in fair value of plan assets

Fair value at beginning of the year	103,460	-	103,744	-
Interest income	9,423	-	14,674	-
Remeasurement loss on post retirement benefits	(3,498)	-	(9,875)	-
Benefits paid	(7,848)	-	(5,083)	-
Contribution made by the Company	4,642	-	-	-
Fair value at the end of the year	106,179	-	103,460	-



## Notes to the Financial Statements

For the year ended June 30, 2021

	2021		2020	
	Pension	Gratuity	Pension	Gratuity
----- Rupees in'000 -----				
<b>16.1.4 Movement in defined benefit obligation</b>				
Obligation at beginning of the year	108,103	20,316	98,820	11,572
Current service cost	-	2,638	-	1,357
Interest cost	9,637	1,879	13,963	1,678
Past service cost - vested	3,633	-	-	-
Transfer liability payable to P&G Pakistan	-	-	-	1,419
Remeasurement loss on post retirement benefits	4,323	267	403	4,290
Benefits paid	(7,848)	-	(5,083)	-
Obligation at the end of the year	117,848	25,100	108,103	20,316

### 16.1.5 Charged to statement of profit or loss account

Current service cost	-	2,638	-	1,357
Past service cost - vested	3,633	-	-	-
Net interest cost / (income)	214	1,879	(711)	1,678
	3,847	4,517	(711)	3,035

### 16.1.6 Recorded in statement of comprehensive income

#### Actuarial (gain) / loss arising due to changes in :

Financial assumptions	(27)	-	15,498	-
Experience adjustment	7,848	267	(5,219)	4,290
	7,821	267	10,279	4,290

### 16.1.7 Actual return on plan assets is as follows:

Interest income	9,423	-	14,674	-
Remeasurement loss on plan asset	(3,498)	-	(9,875)	-
Actual return on plan assets	5,925	-	4,799	-

### 16.1.8 Detail of plan assets

Pakistan investment bonds	8,352	-	8,352	-
Term deposit receipts	83,247	-	23,886	-
Units of mutual funds	3,572	-	2,604	-
Bank balances	11,008	-	68,618	-
	106,179	-	103,460	-

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



## Notes to the Financial Statements

For the year ended June 30, 2021

		Impact on obligation of change in assumption			
		Pension		Gratuity	
Changes in assumptions		Increase in assumption	Decrease in assumption	Increase in assumption	Decrease in assumption
----- Rupees -----					
Discount rate	1%	107,456	129,943	22,029	28,763
Salary increase rate	1%	129,742	107,457	28,784	21,955
Pension increase rate	1%	120.768	115.120	25.076	25.123

	June 30, 2021	
	Pension	Gratuity
16.1.10 Weighted average plan duration	10.22 years	13.41 years

16.1.11 The number of active employees covered under the pension fund and gratuity scheme are nil (June 30, 2020: Nil) and 5 (June 30, 2020: 5) respectively.

16.1.12 The Company maintains the fund of provident fund in a separate trust. As at year end, Company has invested surplus fund of the trust in listed collective investment scheme and savings account which is in accordance with the provisions of section 218 of the Companies Act, 2017

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

2021	2020	Note	2021	2020
----- Number of	Shares -----		----- Rupees in '000 -----	
<b>19,200,000</b>	19,200,000	Fully paid ordinary shares of Rs.10/- each	<b>192.000</b>	159,360
<b>15,936,000</b>	15,936,000	As at beginning in the year	<b>159,360</b>	159,360
<b>3,264,000</b>	3,264,000	- Issued in cash	<b>32,640</b>	32,640
<b>12,672,000</b>	-	- Other than cash	<b>126,720</b>	-
<b>31,872,000</b>	19,200,000	Share issued during the year in cash	<b>318,720</b>	192,000
		As at end of the year		

17.1 The Series Acquisition B.V., Netherlands, and its nominees held 29,131,232 (91.7%) (2020: 17,548,574 (91.4%)) ordinary shares of Rs. 10 each of the Company.

17.2 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.

17.3 During the year, on December 17, 2020, the Board of Directors of the Company have passed a resolution for further issue of share capital, as a consequence, Company has raised its authorised capital to Rs. 400,000,000. In this regard on February 26, 2021, Company has received Rs. 126,720,000 on account of subscription money from M/s. Series Acquisition BV, its nominee shareholders and other shareholders as a result on March 04, 2021 company's paidup capital increased by 12,672,000 shares due to issue of shares by way of a right issue at face value of Rs. 10 per share.



## Notes to the Financial Statements

For the year ended June 30, 2021

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

### **18. CONTINGENCIES AND COMMITMENTS**

#### **18.1 Contingencies**

**18.1.1** The income tax assessments of the Company have been completed up to and including tax year 2020 (i.e. year ended on June 30, 2020). The tax returns for the tax years from 2003 to 2020 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. 8.247 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.

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

**18.1.2** 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.

**18.1.3** In 2007, an ex-employee of the Company filed a case regarding payment of severance cost and provident fund amounting to Rs. 28.899 million in the High Court of Sindh (the Court). In response, a written statement was filed by the Company on September 29, 2007 and subsequently the issues were filed by the Company on May 10, 2008. Through order dated November 20, 2007, the Court has instructed to record evidence in this matter. This matter will now come up for recordal of Company's evidence in September 2021. However, based on the advice from the Company's legal advisor, at this stage, it would not be possible to determine the outcome of the aforesaid case. Therefore, the management has not made any provision against this case in these financial statements.

**18.1.4** The Company received an order dated April 29, 2019 from Additional Commissioner, Punjab Revenue Authority (PRA) in respect of financial years 2016, 2017 and 2018 for alleged short withholding and deposit of the sales tax withholding on various payments related to advertisement and sales promotion, auditor's remuneration, legal and professional services and warehousing and transportation amounting to Rs. 45.72 million. The Company has filed an appeal before Commissioner Appeal against the order on May 29, 2019. Moreover, the Lahore High Court (LHC) vide interim order dated June 17, 2019 in CP No. W.P.No. 36500 of 2019 has refrained the tax authorities from taking any coercive action on account of demand raised till the decision of ATIR. The management anticipates based on the advice of its tax advisor that the case would be decided in the favor of the Company. Accordingly, no provision has been made in these financial statements.





## Notes to the Financial Statements

For the year ended June 30, 2021

### 18.2 Commitments

There is no commitment in the current period.

	Note	2021	2020
----- Rupees in '000 -----			

### 19. REVENUE FROM CONTRACT WITH CUSTOMER - NET

Gross sales	19.1	3,005,168	2,656,106
Trade discounts		(399,556)	(288,930)
Sales tax		(442,885)	(395,882)
		<u>2,162,727</u>	<u>1,971,294</u>

19.1 This includes export sales made to customer in Afghanistan amounting to Rs. 13.906 million.

	Note	2021	2020
----- Rupees in '000 -----			

### 20. COST OF GOODS SOLD

#### Finished goods

Opening stock		511,860	326,792
Purchases		<u>1,862,047</u>	<u>1,498,262</u>
		2,373,907	1,825,054
Closing stock	20.1	<u>(648,844)</u>	<u>(511,860)</u>
		<u>1,725,063</u>	<u>1,313,194</u>

20.1 Finished goods have been written down to net realizable value by Rs. 5.368 million (June 30, 2020: Rs. 2.238 million) and are charged to cost of goods sold.

	Note	2021	2020
----- Rupees in '000 -----			

### 21. SELLING, MARKETING AND DISTRIBUTION EXPENSES

Advertising and sales promotion		166,547	129,505
Warehousing and transportation		30,015	38,652
Salaries, wages and other benefits		47,654	54,348
Traveling and conveyance		81	2,061
Rent, rates and taxes		5,302	53,346
Depreciation - Right-of-use asset		8,876	8,731
Others		<u>1,093</u>	<u>402</u>
		<u>259,568</u>	<u>287,045</u>



## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
----- Rupees in '000 -----			
<b>22. ADMINISTRATIVE EXPENSES</b>			
Salaries, wages and other benefits		22,466	17,314
Legal and outsourced professional services		26,972	21,212
Rent, rates and taxes		3,535	1,180
Auditors' remuneration	22.1	1,821	1,903
Traveling and conveyance		503	3,324
Depreciation - Right-of-use asset		1,414	1,233
Others		2,681	966
		<u>59,392</u>	<u>47,132</u>
<b>22.1 Auditors' remuneration</b>			
Audit fee		893	893
Half yearly review		491	491
Review of compliance with Code of Corporate Governance		28	28
Other services		314	412
Out of pocket expenses		95	79
		<u>1,821</u>	<u>1,903</u>
<b>23. OTHER INCOME</b>			
Interest income on term deposits and savings account		25,493	59,505
Others		27	467
Group liability written-off		39,689	-
		<u>65,209</u>	<u>59,972</u>
<b>24. OTHER OPERATING EXPENSES</b>			
Exchange loss - net		15,814	16,779
Stocks written-off		11,010	7,188
Provision for obsolete stock	10.3	146	688
Others		576	1,818
		<u>27,546</u>	<u>26,473</u>
<b>25. INCOME TAX EXPENSE</b>			
Current year tax	25.1	130,288	130,022
Prior year tax		(15,405)	(615)
		<u>114,883</u>	<u>129,407</u>
<b>25.1 The tax charge for the year includes the following:</b>			
- tax under Minimum Tax Regime on commercial imports		122,895	112,163
- tax under Normal Tax Regime on interest income		7,394	17,859
		<u>130,288</u>	<u>130,022</u>
Tax rate		<u>29%</u>	<u>29%</u>
Tax charge		44,447	101,944
Prior year tax		(15,405)	(615)
Effect of taxes paid under Minimum Tax Regime		85,702	28,078
Effect of taxes paid under Final Tax Regime		139	-
		<u>114,883</u>	<u>129,407</u>



## Notes to the Financial Statements

For the year ended June 30, 2021

	Note	2021	2020
<b>26. EARNINGS PER SHARE - BASIC AND DILUTED</b>			
Profit for the year (Rupees in '000)		<b>38,383</b>	222,124
Weighted average number of ordinary shares outstanding during the year (Number of shares)		<b>23,424,000</b>	19,200,000
Earnings per share - basic and diluted (Rupees)		<b>1.64</b>	11.57
<b>27. CASH AND CASH EQUIVALENTS</b>			
Bank balances	6	<b>14,829</b>	14,558
Term deposits having maturity up to 3 months	7	<b>514,550</b>	213,957
		<b>529,379</b>	228,515

## 28. 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', whereas remuneration of directors, chief executive and executives are disclosed in note 29. Other significant transactions with related parties are as follows:

Name	Relationship with the Company	Nature of transaction	2021 ----- Rupees in '000 -----	2020
Procter and Gamble International Operations SA, Lancy	Associate due to common parent company	Purchases of finished goods	<b>1,024,647</b>	955,113
Procter and Gamble Pakistan (Private) Limited	Associate due to common parent company	Expenses reimbursed to	<b>57,845</b>	96,631
		Expenses reimbursed from	<b>34,662</b>	39,361
Procter and Gamble International Operations S.A, ROHQ	Associate due to common parent company	Services received	<b>7,773</b>	10,227
The Series Acquisition B.V., Netherlands	Holding Company	Dividend	-	61,421
Gillette Pakistan Provident Fund	Retirement benefit plan	Contribution to provident fund	<b>2,003</b>	1,309



## Notes to the Financial Statements

For the year ended June 30, 2021

Name	Relationship with the Company	Nature of transaction	2021 ----- Rupees in '000 -----	2020 ----- Rupees in '000 -----
Gillette Pakistan Pension Fund	Retirement benefit plan	Expense / Income from pension fund	215	714
		Past service cost	3,633	-
The Procter & Gamble Company	Ultimate parent Company	Reimbursement of expenses	1,393	-

### Name

### Country of Incorporation

Procter and Gamble International Operations SA, Lancy  
Procter and Gamble International Operations S.A, ROHQ  
The Series Acquisition B.V, Netherlands  
The Procter & Gamble Company  
The Procter & Gamble US Business Services Company

Switzerland  
Philippines  
Netherlands  
United States of America  
United States of America

## 29. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

29.1 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	
	June 30, 2021	June 30, 2020	June 30, 2021	June 30, 2020
	----- Rupees in '000 -----			
Basic salary	8,133	7,395	11,010	8,417
Bonus	2,725	3,165	2,827	166
Housing allowance	3,660	3,328	4,955	3,788
Leave fare assistance allowance	1,220	1,109	1,651	1,262
Utilities allowance	813	740	1,101	841
Retirement benefits	1,937	1,937	450	450
Others	171	91	675	683
	18,659	17,765	22,669	15,607
Number of persons	1	1	3	3

29.2 Chief Executive and executives of the company are also provided with free use of company maintained cars.

29.3 The aggregate amount of fees paid to two ( June 30, 2020: two) non-executive directors is Rs. 575,000 ( June 30, 2020: Rs. 375,000).

29.4	2021	2020
	----- Rupees in '000 -----	
Number of employees as at year end	6	5
Average number of employees during the year	6	5



## Notes to the Financial Statements

For the year ended June 30, 2021

### 30 FINANCIAL RISK MANAGEMENT

#### 30.1 Financial instruments by category

The accounting policies for financial instruments have been applied to the line items below and disclosed in note 5.2.

	2021 At amortised Cost	2020 At amortised Cost
----- Rupees in '000 -----		
<b>Financial assets</b>		
Long-term deposits	215	215
Trade debts	131,198	193,290
Other receivables	259,118	138,618
Other financial assets	519,550	478,957
Bank balances	14,829	14,558
	<b>924,910</b>	<b>825,638</b>
<b>Financial liabilities</b>		
Trade and other payables	552,530	507,948
Contract liabilities	118,916	80,339
Unclaimed dividend	13,368	13,769
Lease liabilities	23,522	35,442
	<b>708,336</b>	<b>637,498</b>

#### 30.2 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.

##### 30.2.1 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.



## Notes to the Financial Statements

For the year ended June 30, 2021

	Carrying amount	
	2021	2020
----- Rupees in '000 -----		
<b>Fixed rate instruments</b>		
Financial assets		
Other financial assets	519,550	478,957
<b>Variable rate instruments</b>		
<b>Financial assets</b>		
Bank balances	1,475	827

### Sensitivity analysis for fixed rate instruments

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

### Sensitivity analysis for variable rate instruments

As at June 30, 2021, the Company holds balance in savings accounts and lease liabilities exposing the Company to cash flow interest rate risk. In case of 100 basis points increase / decrease in interest on bank balances, and lease liabilities with all other variables held constant, the net income and net assets would have been lower by Rs. 101,470 and higher by Rs. 121,124 (June 30, 2020: Rs. 499,028 and Rs. 509,119)

### 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.

The Company is not exposed to any kind of price risk.

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

### 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;



## Notes to the Financial Statements

For the year ended June 30, 2021

	USD	EURO	Total
	----- Rupees in '000 -----		
<b>June 30, 2021</b>			
Trade and other payables	<b>26,526</b>	<b>364,126</b>	<b>390,652</b>
<b>June 30, 2020</b>			
Trade and other payables	19,748	377,374	397,122

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	
	2021	2020	2021	2020
<b>Rupees per</b>	----- Rupees -----			
USD	<b>160.30</b>	169.76	<b>157.54</b>	176.34
EURO	<b>191.13</b>	191.45	<b>187.27</b>	199.61
GBP	<b>215.61</b>	215.88	<b>217.98</b>	217.08

### Foreign currency sensitivity analysis

The following table demonstrates the sensitivity to a reasonably possible change in the USD, Euro and GBP 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	USD	EURO	Total
		----- Rupees in '000 -----		
<b>June 30, 2021</b>	<b>+10%</b>	<b>2,653</b>	<b>36,413</b>	<b>39,065</b>
	<b>-10%</b>	<b>(2,653)</b>	<b>(36,413)</b>	<b>(39,065)</b>
<b>June 30, 2020</b>	<b>+10%</b>	<b>(1,975)</b>	<b>(37,737)</b>	<b>(39,712)</b>
	<b>-10%</b>	<b>1,975</b>	<b>37,737</b>	<b>39,712</b>

### 30.2.2 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:





## Notes to the Financial Statements

For the year ended June 30, 2021

	2021	2020
----- Rupees in '000 -----		
Long-term deposits	215	215
Trade debts	131,198	193,290
Other receivables	259,118	138,618
Other financial assets	519,550	478,957
Bank balances	14,829	14,558
	<b>924,910</b>	<b>825,638</b>

Customer credit risk is managed as per the Company's established policy, procedures and controls 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	VIS	A-1+	AAA
Citibank, N.A.	Moody's	P-1	AA3
Standard Chartered Bank (Pakistan) Limited	PACRA	A-1+	AAA

### 30.2.3 Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or encounters difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due.

The financial liabilities of the Company are analysed 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, 2021

Contractual Cash Flows			
Carrying Amount	Up to one years	One to five years	Total
----- (Rupees in '000) -----			

### June 30, 2021

Trade and other payables	553,613	(553,613)	-	(553,613)
Lease liabilities	23,522	(11,192)	(11,580)	(22,772)
Contract liabilities	118,916	(118,916)	-	(118,916)
Unclaimed dividend	13,368	(13,368)	-	(13,368)
	<u>709,419</u>	<u>(697,089)</u>	<u>(11,580)</u>	<u>(708,669)</u>

### June 30, 2020

Trade and other payables	507,948	(507,948)	-	(507,948)
Lease liabilities	35,442	(9,661)	(25,781)	(35,442)
Contract liabilities	80,339	(80,339)	-	(80,339)
Unclaimed dividend	13,769	(13,769)	-	(13,769)
	<u>637,498</u>	<u>(611,717)</u>	<u>(25,781)</u>	<u>(637,498)</u>

Management closely monitors the Company's liquidity and cash flow position by maintaining availability of financing through banking arrangements.

### 30.3 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 Company 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.

#### 30.3.1 Fair Value Hierarchy

The following table provides 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).



## Notes to the Financial Statements

For the year ended June 30, 2021

**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, 2021, the Company does not hold any financial instrument, which can be categorised in any of the above levels.

### 31. 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 and benefits for other stakeholders; and
- 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 2020.

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

### 32. CORRESPONDING FIGURES

Corresponding figures have been rearranged and reclassified, wherever necessary, for the purpose of comparison and to reflect the substance of the transaction.

### 33. 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, 2021.

### 34. GENERAL

All amounts have been recorded to the nearest thousand of rupee, unless otherwise indicated.

**KHALID AHMED FARID**  
Chief Executive Officer

**SYED IRSHAD HASSAN**  
Chief Financial Officer

**SYED JAWAID IQBAL**  
Director



## NOTICE OF THE ANNUAL GENERAL MEETING

Notice is hereby given that the 34th Annual General Meeting of the Company will be held on October 26, 2021 at the Lemon Grill, Ramada Karachi Creek, Zulfiqar Street 1, DHA phase VIII, Karachi at 09:30 A.M. to transact the following business:

1. To confirm the minutes of Extraordinary General Meeting of the Company held on June 25, 2021.
2. To receive, consider and adopt the audited financial statements of the Company for the year ended June 30, 2021, together with reports of the directors and auditors.
3. To appoint auditors for the year ending June 30, 2022 and fix their remuneration. M/s. Yousuf Adil, Chartered Accountants, the present auditors will retire at the conclusion of general meeting and being eligible have offered themselves for reappointment.
4. Any other business with the permission of the Chair.

By Order of the Board

**Moosa Haroon**

Company Secretar

### Notes

**Closure of Share Transfer Books:** The Share Transfer Books of the Company will remain closed from October 19, 2021 to October 26, 2021 (Both Days included) during which no transfer of shares will be accepted for registration. Transfers in good order, received by Company's registrar, M/s.FAMCO Associates (Pvt.) Limited 8-F, Near Hotel Faran, Block 6, PECHS, Karachi and email [info.shares@famco.com.pk](mailto:info.shares@famco.com.pk) by close of business on October 18, 2021 will be treated on time for ascertaining the entitlement of shareholders for the purpose of attending and vote at Annual General Meeting.

**Participation in Annual General Meeting:** A member entitled to attend, speak and vote at the above said meeting is entitled to appoint another person as his/her proxy to attend, speak and vote instead of him/her and proxy as appointed shall have such rights, as respects attending, speaking and voting at the above said meeting as are available to the Member.

Duly completed, signed and stamped instrument of proxy(as enclosed) and the other authority under which it is signed, or a notarially certified copy thereof in order to be valid, must be lodged with the Company Secretary at the Registered Office of the Company not less than 48 hours (excluding holidays) before the commencement of the meeting. The proxy need not be a Member of the Company. CDC account holders will further have to follow the guidelines as laid down in Circular no. 1 dated January 26, 2000 issued by Securities and Exchange Commission of Pakistan.

**A. For Attending the Meeting:** In case of the individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the Central Depository Company of Pakistan Limited Regulations shall authenticate his/her identity by showing his/her original computerized CNIC or original passport at the time of attending meeting. In case of corporate entity/trust, the Board of Directors/Trustees resolution/power of Attorney with specimen signature of nominee shall be produced at the time of meeting. The members registered on CD Care also requested to bring their particulars, IDs and account numbers in CDC.



**Change of Address:** Members are requested to communicate any change in their address.

Shareholders are requested to provide above mentioned information/documents to (i) respective Central Depository System (CDS) Participants and (ii) in case of physical securities to the Company's Registrar.

**Circulation of Notice of Meeting & Annual Accounts:** The Securities and Exchange Commission (SECP) vide SRO No. 470(I)/2016, has allowed listed companies to circulate their Annual Audited accounts to its members through CD/DVD/USB at their registered addresses instead of sending them in hard copies, subject to approval obtained from shareholders in General meeting. Accordingly, the Company has obtained approval from members in the 30th AGM held on Oct 24, 2017. Pursuant to approval of the members, as aforesaid, the Annual Audited Financial Statements of the Company for the year ended June 30, 2021 are being circulated to the members through CD/DVD/USB.

**Conversion of shares in book entry form:** Members holding shares in physical form are requested to consider converting their shares to demat or book entry form to eliminate all risks associated with physical shares. Members can contact the Company's share registrar for assistance in this regard.



ایڈریس کی تبدیلی: ممبران سے گزارش ہے کہ وہ کمپنی کے رجسٹرار کو ان کے پتے میں کسی قسم کی تبدیلی سے آگاہ کریں۔

اجلاس اور سالانہ اکاؤنٹس کے نوٹس کی سرکولیشن: سیکورٹیز اینڈ ایکسچینج کمیشن (SECP) کے تحت SRO نمبر 470(I)/2016 کی درج کمپنیوں کو اجازت دی گئی ہے کہ وہ اپنے سالانہ آڈٹ اکاؤنٹ اپنے ممبروں کو CD/DVD/USB کے ذریعے اپنے اندراج شدہ پتوں پر بھیجیں، بجائے اس کے کہ وہ شیئر ہولڈرز سے جنرل میٹنگ میں منظوری حاصل کر کے ان کو ہارڈ کاپی بھیجیں۔ اس کے مطابق کمپنی نے 24 اکتوبر 2017 کو منعقدہ 30 ویں AGM میں ممبروں سے منظوری حاصل کی ہے۔ جیسا کہ مذکورہ بالا ممبروں کی منظوری کے لئے، کمپنی کے سالانہ آڈٹ شدہ مالیاتی بیانات / اسٹیٹمنٹ 30 جون 2021 کو ختم ہوئے سال کے لئے ممبروں کو CD/DVD/USB کے ذریعے بھیجے گئے ہیں۔ کتاب (Book) کے اندراج فارم میں شیئر کی تبدیلی: شیئر رکھنے والے ممبران سے گزارش ہے کہ وہ اپنے شیئر کو Physically شکل سے تبدیل کرنے پر غور کریں تاکہ Physically شیئر سے وابستہ تمام خدشات کو ختم کیا جاسکے۔ ممبران اس سلسلے میں معاونت کے لئے کمپنیوں کے شیئر رجسٹرار سے رابطہ کر سکتے ہیں۔



## اطلاع برائے سالانہ اجلاس عام

نوٹس کے ذریعے یہ بتایا گیا ہے کہ کمپنی کی 34 ویں سالانہ جنرل میٹنگ 26 اکتوبر 2021 کو لیمن گرل، رماڈا کراچی کریک، ذوالفقار اسٹریٹ 1، ڈی ایچ اے فیز VIII، کراچی میں صبح 09:30 بجے درج ذیل کاروبار سے متعلق ہوگی۔

(1) 25 جون 2021 کو منعقدہ کمپنی کی غیر معمولی جنرل میٹنگ کے اجلاس کی تصدیق کرنے کے لئے۔

(2) ڈائریکٹرز اور آڈیٹر کی رپورٹ کے ساتھ 30 جون 2021 کو ختم ہونے والے سال کے لئے کمپنی کے آڈٹ شدہ مالی بیانات/اسٹیٹمنٹ موصول، غور و فکر اپنانے کے لئے۔

(3) 30 جون 2022 کو ختم ہونے والے سال کے لئے آڈیٹر کی تقرری اور ان کا معاوضہ طے کرنا۔ میسرز یوسف عادل، چارٹرڈ اکاؤنٹینٹ، موجودہ آڈیٹرز ریٹائر ہو چکے ہیں اور اہل ہونے کے ناطے انہیں دوبارہ تقرری کے لئے پیش کیا گیا ہے۔

(4) چیئر پرسن کی اجازت سے کوئی دوسرا کاروبار کیا جائے گا۔

بجکم بورڈ  
موسیٰ ہارون  
کمپنی سیکریٹری

نوٹ:

شیرز کی منتقلی کے کھاتوں کا اختتام: کمپنی کے شیرز ٹرانسفر کے کھاتے 19 اکتوبر 2021 سے 26 اکتوبر 2021 تک بند رہیں گے (دونوں دن شامل ہیں) اس دوران رجسٹریشن کے لئے کسی بھی شیرز کی منتقلی قبول نہیں کی جائے گی۔ شیرز کی منتقلی کی درخواستیں جو درست حالت میں کمپنی کے رجسٹرار FAMCO Associate Pvt. Limited کو 18 اکتوبر 2021 کے کاروبار بند ہونے تک موصول ہو جائے گی ان شیرز ہولڈرز کو سالانہ اجلاس عام میں شرکت اور حق رائے کا استحقاق حاصل ہوگا۔

سالانہ اجلاس میں شرکت: مذکورہ اجلاس میں تقریر اور ووٹ ڈالنا ممبر کا حق ہے کہ وہ اپنی جگہ تقریر کرنے اور ووٹ ڈالنے کے لئے اپنا نمائندہ (Proxy) مقرر کرے اور مقرر کردہ نمائندے کے پاس مذکورہ بالا اجلاس میں شرکت، بولنے اور ووٹنگ کے احترام جیسے حقوق حاصل ہوں گے جیسا کہ ممبر کو دستیاب ہیں۔  
CDC اکاؤنٹ ہولڈرز کو مزید سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے جاری کردہ 26 جنوری 2000 کے سرکل نمبر 1 میں دی گئی ہدایات پر عمل کرنا ہوگا۔  
نمائندے کے مناسب طریقے سے مکمل، دستخط شدہ اور مہر ثبت آلہ (جیسا کہ منسلک ہے) اور دوسرا اتھارٹی جس کے تحت اس پر دستخط کیے جاتے ہیں یا اس کی تصدیق کے لئے تصدیق شدہ کاپی منسلک مستند ہوتی ہے، لازمی ہے کہ وہ کمپنی کے رجسٹرار آفس میں سیکریٹری کے پاس اجلاس کے آغاز سے 48 گھنٹے قبل درج ہوں۔ نمائندے کو بذات خود کمپنی کے ممبر ہونے کی ضرورت نہیں ہے۔

A۔ اجلاس میں شرکت کے لئے: ان افراد کی صورت میں جب اکاؤنٹ ہولڈر یا سب اکاؤنٹ ہولڈر یا وہ شخص جس کی سیکورٹیز گروپ اکاؤنٹ میں ہیں اور ان کی رجسٹریشن کی تفصیلات پاکستان لمیٹڈ سینٹرل ڈیپازٹمنٹ کمپنی کے مطابق اپ لوڈ کی جاتی ہیں تو وہ اپنا اصلی کمپیوٹر انڈینیا یا اصلی پاسپورٹ دکھا کر اپنی شناخت کی تصدیق کرے گا۔ میٹنگ میں شرکت کے وقت کارپوریٹ/اعتماد کی صورت میں، بورڈ آف ڈائریکٹرز/ٹرسٹیز/پاور آف اٹارنی برائے نامزد نمونے کے دستخط کے ساتھ میٹنگ کے وقت پیش کئے جائیں گے۔ CDC میں رجسٹرڈ ممبران سے بھی درخواست ہے کہ وہ اپنی تفصیلات، شناختی کارڈ اور اکاؤنٹ نمبر جو CDC میں رجسٹرڈ ہیں ساتھ لائیں۔





## 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 34rd Annual General Meeting of the Company to be held on October 26, 2021 and at any adjournment thereof.

As witness my hand this \_\_\_\_\_ day of \_\_\_\_\_ 2021

Signed by the said \_\_\_\_\_

in the presence of \_\_\_\_\_

Revenue Stamp

### 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

جیلیٹ پاکستان لمیٹڈ

11 ویں منزل، دی ہاربر فرنٹ،

ڈالمین سٹی HC-3، بلاک 4،

عبدالستار ایدھی ایوینیو، کراچی 75600 پاکستان

فون: 5088 3520 (21 92) +

فیکس 6150 3529 (21 92) +

فولیو نمبر

میں / ہم

بطور ممبر جیلیٹ پاکستان لمیٹڈ \_\_\_\_\_ کو اور اس/ان کی عدم موجودگی کی صورت

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

سے 26 اکتوبر 2021 کو منعقد ہونے والے کمپنی کے 34 ویں سالانہ اجلاس عام / کسی التوا شدہ اجلاس میں شرکت کر سکے اور ووٹ دے سکے۔

گواہان کی موجودگی میں

دستخط \_\_\_\_\_ تاریخ \_\_\_\_\_ 2021

دستخط گواہان

ریونیواسٹمپ

نام

نام

اہم نوٹ:

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








ii. یہ پراسی فارم مکمل کر کے ریوینواسٹیب پر دستخط کے ساتھ کمپنی کے رجسٹرڈ دفتر میں اجلاس کے انعقاد سے کم از کم 48 گھنٹے پہلے جمع کرانا لازمی ہے۔



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