





# DIRECTORS' REVIEW OF THE CONDENSED INTERIM FINANCIAL INFORMATION FOR THE SIX MONTHS & QUARTER ENDED 31 DECEMBER 2014

We are pleased to present your Company's un-audited standalone and consolidated financial information for the six months & quarter ended 31 December 2014, along with review report by Auditors on Company's standalone condensed interim financial information. The consolidated condensed interim financial information incorporates the Company's 98% owned retail venture Farmacia and 80% owned subsidiary BF Biosciences Limited.

## **Operational and Financial Performance**

A summary of operating results for the period is given below:

	Individual					Conso	lidated	
	3 Months	3 Months	6 Months	6 Months	3 Months	3 Months	6 Months	6 Months
	31-Dec-14	31-Dec-13	31-Dec-14	31-Dec-13	31-Dec-14	31-Dec-13	31-Dec-14	31-Dec-13
	(Rupees in				thousands			
Sales (net)	859,406	571,183	1,494,677	1,144,300	1,190,375	964,121	2,066,159	1,846,582
Gross Profit	413,710	299,413	737,495	592,418	583,521	489,682	1,005,708	866,822
Profit before tax	173,378	129,250	305,799	263,580	261,783	212,053	430,738	363,871
Taxation	(48,240)	(37,968)	(84,913)	(75,115)	(86,640)	(67,512)	(128,760)	(113,238)
Profit after tax	125,138	91,282	220,885	188,465	175,143	144,541	301,979	250,633

The Net sales of your Company have shown a growth of 50% for the 2nd quarter and 31% for six months under review in comparison with the same quarter of last year. However; at the consolidated group level the Net sales showed an increase of 23% for the 2nd quarter and 12% over the six months in comparison with same period of last year.

The cost of sales of your Company showed an increase of 4% for the 2nd quarter and 2% for six months period ended 31 December 2014. Consequently, the gross profits have decreased in same ratio. The same trend has continued for group results as well. It is pertinent to mention here that the growth in cost of sales and resulting decline in GP, in ratio terms, depicts the effect of growth in those divisions of the company that carry lower GP margins, however this effect was, to some extent, compensated by a steady growth in sale of promotional products that carry a higher GP margin.

Your Company reported Net Profit after Tax (NPAT) of Rs. 220.8 million for six months showing a growth of 17% over the same period last year, whereas NPAT for three months was closed at Rs. 125.1 million with a growth rate of 37%.

Based on the net profit for the six months ended 31 December 2014, the Earnings per Share (EPS), both basic and diluted, stand at Rs. 7.32 compared to EPS of Rs. 6.24 of same period last year.

## **BF Biosciences Limited Operational Status**

The Company's subsidiary company BF Biosciences Limited closed its net sales at Rs. 541.2 million for the six months ended 31 December 2014 with a decrease of 24% in comparison with the same period last year, owing largely to government tenders not being held in the current period. On the other hand, the Net Profit after Tax (NPAT) for six months under review stood at Rs. 82.1 million, showing an increase of 29% over the same period last year. The percentage growth in bottom line despite sales reduction reflects the effect of reduction in tender/ institutional supplies that carry a low GP margin.

## Future Outlook

Although many issues remain regarding the regulatory environment for the pharmaceutical sector, it is gratifying to note that the Government of Pakistan, on the recommendation of the Drugs Regulatory Authority, has decided





to approve a pharmaceutical pricing policy that provides a mechanism for annual adjustment of pharmaceutical prices linked to the consumer price index. While adjustments this policy will not apply until July 2016, there is now at least a formula in place that addresses the impact of annual inflation, and allows manufacturers to plan investments over a longer-term scenario.

The registration of Sovaldi <sup>®</sup>, being marketed at a highly reduced access price under agreement with Gilead Sciences, USA, marks a very important milestone in your company's commitment to helping reduce the burden of liver disease in Pakistan. Directly acting antiviral agents like Sovaldi <sup>®</sup> mark a paradigm shift in the treatment landscape for diseases like Hepatitis C, which affects over 10 million people in the country. We look forward to bringing Sovaldi and other new innovations to patients in Pakistan under our collaboration with Gilead.

#### Acknowledgments

We would like to acknowledge the efforts of the employees of the Company at all levels for their commitment and hard work in achieving financial results reflected in these interim financial statements.

We would also like to thank our business partners for their support as well as our valued customers for their continued trust in our products.

For and on behalf of the Board of Directors

(Mrs. Akhter Khalid Waheed) Chairperson & Chief Executive



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## Auditor's Report to the Members on Review of Interim Unconsolidated Financial Information

## Introduction

We have reviewed the accompanying condensed interim unconsolidated balance sheet of **Ferozsons Laboratories Limited** ("the Company") as at 31 December 2014 and the related condensed interim unconsolidated profit and loss account, condensed interim unconsolidated statement of comprehensive income, condensed interim unconsolidated cash flow statement, condensed interim unconsolidated statement of changes in equity and notes to the condensed interim unconsolidated financial information for the six months period then ended (here-in-after referred to as "interim unconsolidated financial information of this interim unconsolidated financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial information based on our review.

#### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim unconsolidated financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim unconsolidated financial information is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

The figures for the three months period ended 31 December 2014, in the condensed interim unconsolidated profit and loss account and condensed interim unconsolidated statement of comprehensive income have not been reviewed and we do not express a conclusion on them.

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Lahore

Date: 16 February 2015

KPMG Taseer Hadi & Co. **Chartered Accountants** (Kamran Iqbal Yousafi)

PMG Taseer Hadi & Co., a Partnership firm registered in Pakist nd a member firm of the KPMG network of independent membe rms affiliated with KPMG International Cooperative KPMG International?. a Swiss exitive

CONDENSED INTER	IM UNC	ONSOLIDATE	ED BALANCI
		Un-Audited 31 December 2014	Audited 30 June 2014
EQUITY AND LIABILITIES	Note	Ru	pees
Share capital and reserves			
Authorized share capital			
50,000,000 (30 June 2014: 50,000,000) ordinary shares of Rs. 10 each		500,000,000	500,000,000
Issued, subscribed and paid up capital	3	301,868,410	301,868,410
Capital reserve Accumulated profit		321,843 1,991,341,370	321,843 2,039,310,330
Surplus on revaluation of property,		2,293,531,623	2,341,500,589
plant and equipment - net of tax		371,083,934	373,911,368
Non current liabilities Deferred taxation		26,758,253	45,796,633
Current liabilities			
Trade and other payables Provision for taxation - net	4	518,194,227 4,427,181	391,825,313
		522,621,408	391,825,313
Contingencies and commitments	5	3,213,995,218	3,153,033,903
The ennoued notes from 1 to 10 form on integ	ral part of		
The annexed notes from 1 to 19 form an integ financial information.	iral part of	inis condensed intel	rim unconsolidate

SHEET (UN-AUDITED) AS AT 31	DECE	MBER 2014	
		Un-Audited 31 December 2014	Audited 30 June 2014
	Note	Rup	)ees
ASSETS			
Non-current assets			
Property, plant and equipment	6	1,192,356,847	1,136,181,457
Intangible assets	7	722,629	55,381
Long term investments	8	232,683,875	227,255,201
Long term deposits		3,415,385	3,786,100
		1,429,178,736	1,367,278,139
Current assets			
Stores, spare parts and loose tools		22,210,210	14,977,483
Stock in trade		944,697,715	646,619,797
Trade debts - considered good	9	202,879,760	145,664,372
Current portion of long term loan	10	75,000,000	100,000,000
Loans and advances - considered good		43,001,820	20,239,144
Deposits and prepayments		52,499,679	25,094,850
Mark-up accrued		2,232,386	4,421,701
Other receivables	11	3,034,324	3,966,227
Short term investments	12	360,840,418	718,578,075
Advance tax - net		-	2,073,122
Cash and bank balances		78,420,170	104,120,993
		1,784,816,482	1,785,755,764
		3,213,995,218	3,153,033,903
		3,213,993,210	
Director		Ch	airperson & CEO





# CONDENSED INTERIM UNCONSOLIDATED PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

		For the six m	nonths ended	For the three	months ended
		31 December 2014	31 December 2013	31 December 2014	31 December 2013
	Note		Rup	ees	
Revenue - net	13	1,494,676,961	1,144,300,438	859,406,020	571,182,978
Cost of sales	14	(757,182,429)	(551,882,122)	(445,696,152)	(271,770,236)
Gross profit		737,494,532	592,418,316	413,709,868	299,412,742
Administrative expenses		(91,562,565)	(75,475,593)	(51,947,465)	(41,323,731)
Selling and distribution costs		(347,497,079)	(264,133,712)	(194,529,886)	(143,642,805)
Finance cost		(11,242,990)	(6,971,505)	(7,332,203)	(5,731,377)
Other expenses		(25,981,716)	(22,980,486)	(9,713,090)	(7,418,531)
Other income		44,588,414	40,723,330	23,190,988	27,953,614
Profit before taxation		305,798,596	263,580,350	173,378,212	129,249,912
Taxation		(84,913,427)	(75,114,904)	(48,240,481)	(37,968,320)
Profit after taxation		220,885,169	188,465,446	125,137,731	91,281,592
Earnings per share - basic and diluted		7.32	6.24	4.15	3.02

The annexed notes from 1 to 19 form an integral part of this condensed interim unconsolidated financial information.

Lahore

Director





# CONDENSED INTERIM UNCONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

	For the six m	onths ended	For the three	months ended
	31 December 2014	31 December 2013	31 December 2014	31 December 2013
		Rup	ees	
Profit after taxation	220,885,169	188,465,446	125,137,731	91,281,592
Other comprehensive income for the period				
Total comprehensive income for the period	220,885,169	188,465,446	125,137,731	91,281,592

The annexed notes from 1 to 19 form an integral part of this condensed interim unconsolidated financial information.

Lahore

Director



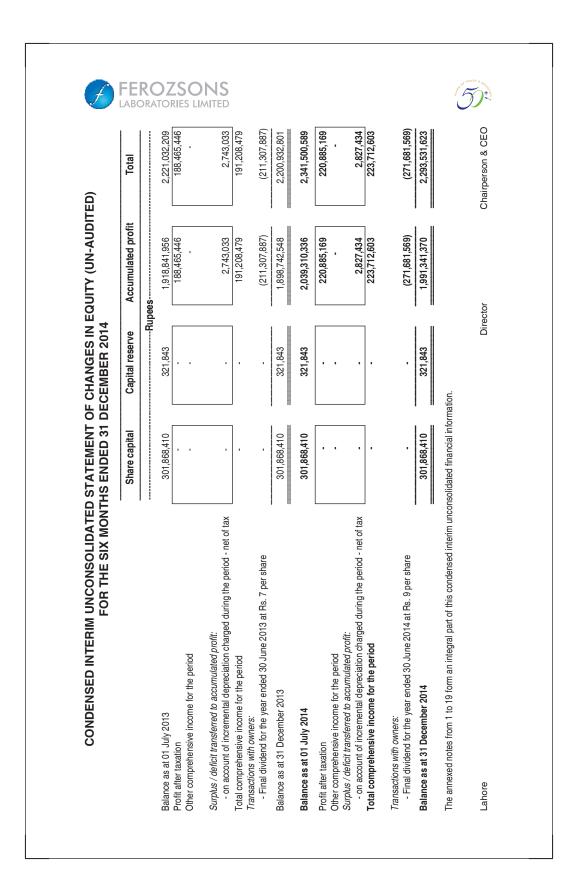


# CONDENSED INTERIM UNCONSOLIDATED CASH FLOW STATEMENT (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

	Un-Audited 31 December 2014	Un-Audited 31 December 2013
	Rup	ees
Cash flow from operating activities Profit before taxation	305,798,596	263,580,350
Adjustments for:	000,700,000	200,000,000
Depreciation	52,805,596	48,702,314
Amortisation	144,752	914,664
Gain on sale of property, plant and equipment	(3,284,446)	(8,168,345)
Finance costs	11,242,990	6,971,506
Gain on re-measurement of short term investments to fair value Gain on re-measurement of short term investments redeemed	(15,319,377)	(14,028,424)
during the period	(11,900,509)	-
Profit on bank deposits, commissions and lease rental income	(3,784,010)	(280,075)
Mark-up on long term loan Share in profit of Farmacia	(4,871,398) (5,428,674)	(15,654,493) (2,591,993)
Share in profit of Farmacia		
	19,604,924	15,865,154
Cash generated from operations before working capital changes <u>Effect on cash flow due to working capital changes</u> Increase in current assets:	325,403,520	279,445,504
Stores, spare parts and loose tools	(7,232,727)	(3,777,178)
Advances, deposits, prepayments and other receivables	(49,235,602)	(8,737,086)
Stock in trade	(298,077,918)	(23,025,713)
Trade debts - considered good	(57,215,388)	(81,716,790)
	(411,761,635)	(117,256,767)
Increase in current liabilities: Trade and other payables	100 /67 016	16 502 217
1.5	120,467,316	16,593,217
Cash generated from operations	34,109,201	178,781,954
Taxes paid	(97,451,504)	(55,564,992)
Net cash (used in) / generated from operating activities Cash flow from investing activities	(63,342,303)	123,216,962
Capital expenditure incurred	(110,186,886)	(75,217,788)
Purchase of intangible asset	(522,000)	-
Proceeds from sale of property, plant and equipment	4,200,345	8,477,190
Mark-up received on long term loan	7,060,713	17,023,179
Profit on bank deposits, commissions and lease rental income	3,784,010	280,075
Repayment of long term loan	25,000,000	-
Decrease in long term deposits	370,715	-
Redemption/(acquisation) of short term investments - net	384,957,543	(5,000,000)
Net cash generated from / (used in) investing activities Cash flow from financing activities	314,664,440	(54,437,344)
Receipts of short term borrowings	-	119,769,771
Finance cost paid	(13,948,677)	(4,055,218)
Dividend paid	(263,074,283)	(201,544,473)
Net cash used in financing activities	(277,022,960)	(85,829,920)
Net decrease in cash and cash equivalents	(25,700,823)	(17,050,302)
Cash and cash equivalents at the beginning of the period	104,120,993	67,244,111
Cash and cash equivalents at the end of the period	78,420,170	50,193,809

Lahore

Director







## NOTES TO THE CONDENSED INTERIM UNCONSOLIDATED FINANCIAL INFORMATION (UNAUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

#### 1 Legal status and nature of business

Ferozsons Laboratories Limited ("the Company") was incorporated as a private limited company on 28 January 1954 and was converted into a public limited company on 08 September 1960. The Company is listed on the Karachi, Lahore and Islamabad stock exchanges. The Company is primarily engaged in the manufacture and sale of pharmaceutical products. Its registered office is situated at 197-A, The Mall, Rawalpindi and the factory is located at Amangarh, Nowshera, Khyber Pakthoon Khwa.

#### 2 Basis of preparation

## 2.1 Statement of compliance

This condensed interim unconsolidated financial information is presented in accordance with the requirements of International Accounting Standard 34 "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements of the Companies Ordinance, 1984 differ, the provisions or directives issued under the Companies Ordinance, 1984 or directives issued by Securities and Exchange Commission of Pakistan (SECP) have been followed. This condensed interim unconsolidated financial information does not include all of the information required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended 30 June 2014. Comparative figures of the balance sheet are extracted from the annual financial statements for the year ended 30 June 2014, whereas comparative profit and loss account, statement of comprehensive income, statement of changes in equity and statement of cash flows are stated from un-audited condensed interim unconsolidated financial information for the six months period ended on 31 December 2013.

This condensed interim unconsolidated financial information is un-audited and is being submitted to the shareholders as required under Section 245 of the Companies Ordinance, 1984.

## 2.2 Significant accounting policies

The accounting policies adopted for the preparation of this condensed interim unconsolidated financial information is the same as those applied in preparation of financial statements for the year ended 30 June 2014.

## 2.3 Use of judgements and estimates

In preparing this interim financial information, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

The significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements as at and for the year ended 30 June 2014.

t	FEROZSONS LABORATORIES LIMITED		50
		Un-Audited 31 December 2014	Audited 30 June 2014
3	Issued, subscribed and paid up capital	Rup	ees
	1,441,952 (30 June 2014: 1,441,952) ordinary shares of Rs. 10 each fully paid in cash	14,419,520	14,419,520
	119,600 (30 June 2014: 119,600) ordinary shares of Rs. 10 each issued in lieu of NWF Industries Limited and Sargodha Oil and Flour Mills Limited since merged	1,196,000	1,196,000
	28,625,289 (30 June 2014: 28,625,289) ordinary shares of Rs. 10 each issued as fully paid bonus shares		000.050.000
	fully paid bonus snares	286,252,890 301,868,410	286,252,890 301,868,410
4	Trade and other payables		
5	These include balances due to related parties 2014: Rs. 4.4 million). Contingencies and commitments	amounting to Rs. 9.4	4 million (30 June
5	2014: Rs. 4.4 million).	o <u>mpany</u> June 2014: Rs. 25 m	illion) for letters o
5	2014: Rs. 4.4 million). <b>Contingencies and commitments</b> <i>Contingencies:</i> <i>Guarantees issued by banks on behalf of the Co</i> Out of the aggregate facility of Rs.25 million (30 guarantee, the amount utilized at 31 December 2 Rs. 2.32 million).	o <u>mpany</u> June 2014: Rs. 25 m	illion) for letters o
5	2014: Rs. 4.4 million). <b>Contingencies and commitments</b> <u>Contingencies:</u> <u>Guarantees issued by banks on behalf of the Co</u> Out of the aggregate facility of Rs.25 million (30 guarantee, the amount utilized at 31 December 2 Rs. 2.32 million). <u>Commitments:</u>	D <u>mpany</u> June 2014: Rs. 25 m 2014 was Rs. 0.8 millio June 2014: Rs. 205 n mber 2014 for capita other than capital exp	illion) for letters o on (30 June 2014 nillion) for opening I expenditure was
5	<ul> <li>2014: Rs. 4.4 million).</li> <li>Contingencies and commitments</li> <li><u>Contingencies:</u></li> <li><u>Guarantees issued by banks on behalf of the Co</u></li> <li>Out of the aggregate facility of Rs.25 million (30 guarantee, the amount utilized at 31 December 2 Rs. 2.32 million).</li> <li><u>Commitments:</u></li> <li><u>Letters of credit</u></li> <li>Out of the aggregate facility of Rs. 200 million (30 letters of credit, the amount utilized at 31 December 3 Rs. 3 million (30 June 2014: Rs. 24.3) and for commitments.</li> </ul>	<u>ompany</u> June 2014: Rs. 25 m 2014 was Rs. 0.8 millio June 2014: Rs. 205 n mber 2014 for capita other than capital exp	illion) for letters o on (30 June 2014 nillion) for opening I expenditure was
5	2014: Rs. 4.4 million). Contingencies and commitments <i>Contingencies:</i> <i>Guarantees issued by banks on behalf of the Co</i> Out of the aggregate facility of Rs.25 million (30 guarantee, the amount utilized at 31 December 2 Rs. 2.32 million). <i>Commitments:</i> <i>Letters of credit</i> Out of the aggregate facility of Rs. 200 million (30 letters of credit Out of the aggregate facility of Rs. 200 million (30 letters of credit, the amount utilized at 31 Decem Rs. 3 million (30 June 2014: Rs. 24.3) and for of 113.2 million (30 June 2014: Rs. 112.62 million).	ompany June 2014: Rs. 25 m 2014 was Rs. 0.8 millio June 2014: Rs. 205 n mber 2014 for capita other than capital exp company to various commercia	illion) for letters o on (30 June 2014 nillion) for opening I expenditure was benditure was Rs al banks favouring

				Un-Audited 31 December 2014	Audited 30 June 2014
	Duew	and a set and a submant	Note	Rup	)ees
5	-	perty, plant and equipment			
	Cos	-			
		ning balance		1,344,135,280	1,311,706,788
		tions during the period / year sfer from CWIP during the period /	voar	30,690,368 12,601,745	86,274,497 17,070,757
		osals during the period / year	year	(6,116,232)	(70,916,762)
		ing balance		1,381,311,161	1,344,135,280
		umulated depreciation		,,-,-	,- ,,
		-		291 777 570	246 194 121
		ning balance reciation for the period / year		281,777,579 52,805,596	246,184,131 99,501,791
		ting to disposals		(5,200,333)	(63,908,343)
	Clos	ing balance		329,382,842	281,777,579
	Ope	rating assets-net book value		1,051,928,319	1,062,357,701
	Capi	tal work in progress		140,428,528	73,823,756
	Net	book value		1,192,356,847	1,136,181,457
,	Intar	ngible assets			
	Cos	- <u>t</u>			
	Oper	ning balance		5,543,356	5,543,356
	Addi	tions during the period / year		522,000	-
		sfer from CWIP during the period /	year	290,000	-
	Clos	ing balance		6,355,356	5,543,356
	<u>Acc</u>	umulated amortization			
		ning balance		5,487,975	3,658,647
		rtisation for the period / year		144,752	1,829,328
		ing balance		5,632,727	5,487,975
		book value		722,629	55,381
6	Long	g term investments			
		stment in Farmacia	8.1	80,683,915	75,255,241
	Inve	stment in BF Biosciences Limited	8.2	151,999,960	151,999,960
				232,683,875	227,255,201
	8.1	This represents the Company's	s 98%	share in "Farmac	ia", a subsidiary
		partnership duly registered unde			
		operating retail pharmacies. Shar reinvestment in capital account of	•		ir not withdrawn is
	8.2	·	•		on of Po. 10 coch
	0.2	This represents investment made in BF Biosciences Limited. BF Bio			
		a Biotech Production Plant to mar			· ·
		medicines. The Company holds			

£	FEROZSON LABORATORIES LIMI	NS TED			50		
9	Trade debts						
	These include Rs. 0.3 parties.	million (30 June 20	014: Rs.	12.3 million) receiv	ables from related		
	parties.			Un-Audited 31 December 2014	Audited 30 June 2014		
10	Current portion of lo	ong term loan		Rup	ees		
	Loan- at the beginnin Repayment of loan du Amount due within tw	g of period / year uring the period / ye		100,000,000 (25,000,000)	325,000,000 (225,000,000)		
	under current ass			75,000,000	100,000,000		
11	Other receivables						
	This includes Rs. nil	•		million) as receivab	les on account of		
	expenses incurred on	benan of related p	arty.	Un-Audited 31 December 2014	Audited 30 June 2014		
			Note	Rup			
12	Short term investments Investments at fair value through						
	profit or loss - liste	•	12.1	360,840,418	718,578,075		
	12.1 Investments at	fair value through	n profit	or loss - listed sec	urities		
	trading' Car Unrealized gair	, .		345,521,041	682,518,656		
	- during the	period / year		15,319,377	36,059,419		
	Fair value of sho	ort term investments	12.2	360,840,418	718,578,075		
		Units           31 December         30 June           2014         2014          Number	31 Dece 2014	4 2014	Fair value           December         30 June           2014         2014		
	12.2 Held for trading Mutual Funds HBL Money Market Fund HBL Income Fund	<b>3,294,688</b> 6,265,634 <b>147,088</b> 147,088	330,52 14,89	<b>28,372</b> 593,926,940 <b>3</b> 4 9 <b>2,621</b> 13,591,716 1	<b>14,863,889</b> 628,578,447 <b>15,872,158</b> 14,892,578		
	MCB DCF Units	<b>1,001</b> 751,071	10 345,52	00,048         75,000,000           21,041         682,518,656         36	104,371         75,107,050           50,840,418         718,578,075		

		For the six m	onths ended	For the three months ended		
		31 December 2014	31 December 2013	31 December 2014	31 December 2013	
	Note		Rup	ees		
3	Revenue - net					
	Gross sales:					
	Local	1,520,746,001	1,160,231,985	854,169,221	602,852,499	
	Export	98,381,244	85,862,866	60,403,982	18,556,470	
	Less:	1,619,127,245	1,246,094,851	914,573,203	621,408,969	
	Sales returns, discounts					
	and commission	(123,040,989)	(100,886,355)	(54,559,692)	(49,790,159)	
	Sales tax	(1,409,295)	(908,058)	(607,491)	(435,832)	
		(124,450,284)	(101,794,413)	(55,167,183)	(50,225,991)	
		1,494,676,961	1,144,300,438	859,406,020	571,182,978	
4	Cost of sales					
	Raw materials consumed 14.1	916,648,656	467,739,248	538,167,747	273,069,626	
	Other manufacturing expenses	121,267,195	103,774,785	60,830,040	53,156,909	
		1,037,915,851	571,514,033	598,997,787	326,226,535	
	Work in progress: Opening	45,827,685	23,733,370	48,902,079	28,533,212	
	Closing	(59,432,960)	(38,310,930)	(59,432,960)	(38,310,930)	
	Closing	(13,605,275)	(14,577,560)	(10,530,881)	(9,777,718)	
	Cost of goods manufactured	1,024,310,576	556,936,473	588,466,906	316,448,817	
	Finished stock:			[]		
	Opening	358,018,032	273,111,967	482,375,425	233,487,736	
	Closing	(625,146,179)	(278,166,318)	(625,146,179)	(278,166,318)	
		(267,128,147)	(5,054,351)	(142,770,754)	(44,678,582)	
		757,182,429	551,882,122	445,696,152	271,770,236	
	14.1 Raw materials consumed					
	Opening	287,241,163	254,880,083	224,820,693	255,998,630	
	Add: Purchases during the per	riod 872,187,718	464,052,449	556,127,279	268,264,280	
		1,159,428,881	718,932,532	780,947,972	524,262,910	
	Less: Closing	(242,780,225)	(251,193,284)	(242,780,225)	(251,193,284)	
		916,648,656	467,739,248	538,167,747	273,069,626	

# 15 Transactions with related parties

The related parties include associated companies, contributory provident fund, major shareholders, directors and key management personnel. Balances with the related parties are shown in respective notes in the financial information. Transactions with related parties during the period are as follows:

	Un-Audited 31 December 2014 Rup	Un-Audited 31 December 2013
Farmacia - 98% owned partnership firm		
Sale of medicines Share in profit	953,507 5,428,674	863,132 2,591,993
BF Biosciences Limited - 80% owned sub	osidiary company	
Long term loan and mark up payment Sale of medicine to subsidiary	32,060,713 47,610,528	17,023,179 73,651,973





	Un-Audited 31 December 2014	Un-Audited 31 December 2013
	Rupe	ees
Purchase of medicine from subsidiary	-	1,520,691
Accrued mark up on long term loan	2,232,386	7,397,179
Management fee and expenses for sales promot	ion 540,215	554,349
<u>Pakistan Pharma Forum -associated entity</u> Membership fee and annual dues	-	615,174
Other related parties		
Contribution to employee provident fund Remuneration including benefits and	9,334,564	7,421,601
perquisites of key management personnel	47,246,047	37,945,980

# 16 Financial Risk Management

The Company's financial risk management objective and policies are consistent with that disclosed in financial statements for the year ended 30 June 2014.

## 17 Non adjusting events after the balance sheet date

The board of directors of the Company in their meeting held on 16 February 2015 have proposed interim cash dividend of Rs. 4 per share for the quarter ended 31 December 2014

## 18 Date of authorization for issue

This condensed interim financial information has been authorized for issue by the board of directors of the Company on 16 February 2015.

## 19 General

The figures have been rounded off to the nearest rupee.

Lahore

Director



CONDENSED INT	ERIM C	ONSOLIDATE	ED BALANCE
		Un-Audited 31 December 2014	Audited 30 June 2014
EQUITY AND LIABILITIES	Note	Ruj	pees
Share capital and reserves			
Authorized share capital 50,000,000 (30 June 2014: 50,000,000) ordinary shares of Rs. 10 each		500,000,000	500,000,000
ordinary shares of hs. To each		500,000,000	
Issued, subscribed and paid up capital Capital reserve	4	301,868,410 321,843	301,868,410 321,843
Accumulated profit		2,308,461,550	2,289,472,502
Non-controlling interest		115,296,372 2,725,948,175	98,750,513
Surplus on revaluation of property,			
plant and equipment - net of tax		415,440,000	420,677,699
Non current liabilities			
Deferred taxation		94,154,227	121,832,192
Current liabilities			
Trade and other payables		607,010,286	523,202,919
Short term borrowings - secured		56,021,158 663,031,444	495,829 523,698,748
Contingencies and commitments	5		
		3,898,573,846	3,756,621,907
The annexed notes from 1 to 15 form an inte financial information.	egral part o	f this condensed in	terim consolidated

SHEET (UN-AUDITED) AS AT 3	DECE	MBER 2014	
		Un-Audited 31 December 2014	Audited 30 June 2014
ASSETS	Note	Ruj	Dees
Non-current assets			
Property, plant and equipment Intangible assets Long term deposits	6 7	1,677,029,016 1,388,942 7,387,385 1,685,805,343	1,633,330,817 939,398 7,758,100 1,642,028,315
Current assets			
Stores, spare parts and loose tools Stock in trade Trade debts - considered good Loans and advances - considered good Deposits and prepayments Other receivables Short term investments Advance tax - net Cash and bank balances	8	42,859,946 1,202,249,089 337,671,003 53,108,301 70,194,576 3,034,327 376,962,962 8,443,313 118,244,986 2,212,768,503	33,225,587 863,607,592 174,178,229 25,848,100 46,460,968 3,925,022 748,688,343 52,804,745 165,855,006 2,114,593,592
		3,898,573,846	3,756,621,907





# CONDENSED INTERIM CONSOLIDATED PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

		For the six n	nonths ended	For the three	months ended
		31 December 2014	31 December 2013	31 December 2014	31 December 2013
	Note		Rup	ees	
Revenue - net	9	2,066,158,592	1,846,581,703	1,190,375,116	964,120,697
Cost of sales	10	(1,060,450,293)	(979,759,512)	(606,854,114)	(474,438,817)
Gross profit		1,005,708,299	866,822,191	583,521,002	489,681,880
Administrative expenses		(108,748,418)	(91,797,396)	(60,922,419)	(49,912,190)
Selling and distribution exp	enses	(451,825,836)	(391,793,539)	(252,946,644)	(221,324,501)
Finance cost		(12,321,112)	(7,908,177)	(8,142,440)	(6,274,034)
Other expenses		(39,059,086)	(38,212,870)	(18,006,784)	(17,844,137)
Other income		36,984,570	26,760,476	18,280,226	17,726,086
Profit before taxation		430,738,417	363,870,685	261,782,941	212,053,104
Taxation		(128,759,640)	(113,238,166)	(86,640,236)	(67,511,666)
Profit after taxation		301,978,777	250,632,519	175,142,705	144,541,438
Attributable to:					
Owners of the Company		285,432,918	237,860,179	165,038,824	134,038,067
Non-controlling interests		16,545,859	12,772,340	10,103,881	10,503,371
		301,978,777	250,632,519	175,142,705	144,541,438
Earnings per share - basi	с				
and diluted		9.46	7.88	5.47	4.44

The annexed notes from 1 to 15 form an integral part of this condensed interim consolidated financial information.

Lahore

Director





# CONDENSED INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

	For the six m	onths ended	For the three	months ended
	31 December 2014	31 December 2013	31 December 2014	31 December 2013
		Rup	ees	
Profit after taxation	301,978,777	250,632,519	175,142,705	144,541,438
Other comprehensive income for the period			-	-
Total comprehensive income for the period	301,978,777	250,632,519	175,142,705	144,541,438
Attributable to:				
Owners of the Company Non-controlling interests	285,432,918 16,545,859	237,860,179 12,772,340	165,038,824 10,103,881	134,038,067 10,503,371
	301,978,777	250,632,519	175,142,705	144,541,438

The annexed notes from 1 to 15 form an integral part of this condensed interim consolidated financial information.

Lahore

Director





# CONDENSED INTERIM CONSOLIDATED CASH FLOW STATEMENT (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

	Un-Audited 31 December 2014	Un-Audited 31 December 2013
	Rup	ees
Cash flow from operating activities		
Profit before taxation	430,738,417	363,870,685
Adjustments for:	05 005 501	05 705 004
Depreciation Amortisation	95,385,561	85,765,691
Gain on sale of property, plant and equipment	362,456 (3,311,371)	1,132,367 (8,726,895
Finance costs	12,321,112	7,908,177
Gain on re-measurement of short term investments to fair value	(15,994,820)	(14,559,136
Gain on redemption of short term investments	(12,310,036)	(14,000,100
Profit on bank deposits and commissions	(5,368,343)	(3,474,445
	71,084,559	68,045,759
- Cash generated from operations before working capital changes	501,822,976	431,916,444
Effect on cash flow due to working capital changes	501,022,570	431,910,444
(Increase)/decrease in current assets		
Stores, spare parts and loose tools	(9,634,359)	(6,019,894
Advances, deposits, prepayments and other receivables	(50,103,114)	(31,835,163
Stock in trade	(338,641,497)	71,726,729
Trade debts - considered good	(163,492,774)	(317,799,672
-	(561,871,744)	(283,928,000
Increase/(decrease) in current assets		
Trade and other payables	75,200,071	58,473,332
- Cash generated from operations	15,151,303	206,461,776
Taxes paid	(112,076,163)	(67,568,091)
Net cash (used in) / generated from operating activities	(96,924,860)	138,893,685
Cash flow from investing activities		
Capital expenditure incurred	(140,334,833)	(103,557,105
Purchase of intangible assets	(522,000)	-
Proceeds from sale of property, plant and equipment	4,272,444	9,664,680
Profit on bank deposits, commissions and lease rental income received	5,368,343	3,474,445
Redemption/(acquisation) of short term investments - net	400,030,237	(4,500,000
Long term deposit	370,715	(25,000
Net cash generated from / (used in) investing activities	269,184,906	(94,942,980
Cash flow from financing activities	EE E0E 200	107 470 707
Receipt of short term borrowings	55,525,329	127,472,787
Finance cost paid Dividend paid	(12,321,112)	(4,984,934
Net cash used in financing activities	(263,074,283) (219,870,066)	(201,544,473) (79,056,620)
· · ·		
Net decrease in cash and cash equivalents	(47,610,020)	(35,105,915
Cash and cash equivalents at the beginning of the period	165,855,006	107,035,607
Cash and cash equivalents at the end of the period	118,244,986	71,929,692

Lahore

Director

Balance as at 01 July 2013       Share capital reserve       An         Balance as at 01 July 2013       301,868,410       321,843       2.         Profit after taxation       Other comprehensive income for the period       301,868,410       321,843       2.         Profit after taxation       Other comprehensive income for the period       -       -       -       -         Other comprehensive income for the period       -	2, 2			+
at Rs. 7 per share 201,868,410 321,843 2 at Rs. 7 per share 201,868,410 321,843 2 at Rs. 7 per share 201,868,410 321,843 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,868,410 321,844 2 at Rs. 7 per share 2 301,844 2 at Rs. 7 per share 2 301,844 2 at Rs. 7 per	, 2, 1	Total Non-c in	Non-controlling interest	Total
ing the period - net of tax	Ľ	2,363,219,817 7	72,090,498	2,435,310,315
ing the period - net of tax	237,860,179 237	237,860,179	12,772,340	250,632,519
The period	- 2.743.033	- 2.743.033		- 2.743.033
a company: d 30 June 2013 at Rs. 7 per share 301,868,410 301,868,410 321,843 2	24		12,772,340	253,375,552
301,868,410 321,843 2. 301,868,410 321,843 2.	(211,307,887) (211,	(211,307,887)		(211,307,887)
301,868,410 321,843 2,	2,090,324,889 2,392	2,392,515,142 84	84,862,838	2,477,377,980
•	2,289,472,502 2,591	2,591,662,755 9	98,750,513	2,690,413,268
	285,432,918 285	285,432,918 10	16,545,859	301,978,777
Other comprehensive income for the period Surblus, deficit transferred to accumulated profit:		•		
-on account of incremental depreciation charged during the period - net of tax	5,237,699	5,237,699		5,237,699
Total comprehensive income for the period	290,670,617 290	290,670,617 10	16,545,859	307,216,476
Transactions with owners: -Final dividend for the year ended 30 June 2014 at Rs. 9 per share	(271,681,569) (271,	(271,681,569)		(271,681,569)
Balance as at 31 December 2014 221,843 2,	2,308,461,550 2,610	2,610,651,803 11	115,296,372	2,725,948,175





## NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION (UNAUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

#### 1 The Group and its operation

Ferozsons Laboratories Limited ("the Holding Company") was incorporated as a private limited company on 28 January 1954 and was converted into a public limited company on 08 September 1960. The Company is listed on Karachi, Lahore and Islamabad stock exchanges. The Company is primarily engaged in the manufacture and sale of pharmaceutical products and its registered office is situated at 197-A, The Mall, Rawalpindi and the factory is located at Amangarh, Nowshera, Khyber Pakthoon khwa.

BF Biosciences Limited is an 80% owned subsidiary of the Holding Company and was incorporated as an unquoted public limited company under the Companies Ordinance, 1984 on 24 February 2006. BF Biosciences Limited has been set up for establishing a biotech pharmaceutical plant to manufacture cancer and hepatitis related medicines.

The Holding Company has 98% holding in Farmacia. Farmacia is a partnership duly registered under Partnership Act, 1932. Farmacia is engaged in the retail trading of pharmaceutical products.

## 2 Basis of consolidation

These consolidated financial information includes the financial statements of Ferozsons Laboratories Limited and its subsidiaries – BF Biosciences Limited and Farmacia ("hereinafter referred as the Group").

Subsidiaries are those entities, including an unincorporated entities such as a partnership that are controlled by another entity (known as the parent). The financial statements of the subsidiaries are included in the consolidated financial information from the date the control commences, until the date when that control ceases. The financial statements of the subsidiaries have been consolidated on line by line basis. Details of the subsidiaries are given in note 1.

All material inter-organization balances, transactions and resulting unrealized profits / losses have been eliminated.

## 3 Basis of preparation

## 3.1 Statement of compliance

This condensed interim consolidated financial information is presented in accordance with the requirements of International Accounting Standard 34 "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements of the Companies Ordinance, 1984 or directives issued by Securities and and Exchange Commission of Pakistan (SECP) have been followed. This condensed interim consolidated financial information do not include all of the information required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended 30 June 2014. Comparative figures of the balance sheet are extracted from the annual financial statements for the year ended 30 June 2014, whereas comparative profit and loss account, statement of comprehensive income, statement of changes in equity and statement of cash flows are stated from un-audited condensed interim consolidated financial information of all December 2013.

The condensed interim consolidated financial information is un-audited and is being submitted to the shareholders as required under Section 245 of the Companies Ordinance, 1984.



4

5



## 3.2 Significant accounting policies and estimates

The accounting policies and estimates adopted for the preparation of these condensed interim financial information is the same as those applied in preparation of financial statements for the year ended 30 June 2014.

	Un-Audited 31 December 2014	Audited 30 June 2014
	Rup	ees
Issued, subscribed and paid up capital		
1,441,952 (30 June 2014: 1,441,952) ordinary shares of Rs. 10 each fully paid in cash	14,419,520	14,419,520
119,600 (30 June 2014: 119,600) ordinary shares of Rs. 10 each issued in lieu of NWF Industries Limited and Sargodha Oil and Flour Mills Limited since merged	1,196,000	1,196,000
28,625,289 (30 June 2014: 28,625,289) ordinary shares of Rs. 10 each issued		
as fully paid bonus shares	286,252,890	286,252,890
	301,868,410	301,868,410

## Contingencies and commitments

#### Contingencies:

Guarantees issued by banks on behalf of the Company

Out of the aggregate facility of Rs.130 million (30 June 2014: Rs. 130 million) for letter of guarantees, the amount utilized at 31 December 2014 was Rs. 29 million (30 June 2014: Rs. 30.32 million).

#### **Commitments**

#### Letter of credits

Out of the aggregate facility of Rs. 350 million (30 June 2014: Rs. 355 million) for opening letters of credit, the amount utilized at 31 December 2014 for capital expenditure was Rs. 3 million (30 June 2014: Rs. 24.3) and for other than capital expenditure was Rs. 131 million (30 June 2014: Rs. 131.62 million).

# Guarantees issued on behalf of the subsidiary company

Company has issued cross corporate guarantee to various commercial banks favouring its subsidiary company BF Biosciences Limited amounting to Rs. 275 million (30 June 2014: Rs. 275 million)





		Un-Audited 31 December 2014	Audited 30 June 2014
_	Note	eRup	)ees
Prop	erty, plant and equipment		
Cost			
Oper	ning balance	2,212,067,257	2,007,486,286
	tions during the period / year	35,632,167	261,184,065
	sfer/adjustment during the period / year	12,601,745	17,070,757
•	osals during the period / year	(6,467,909)	(73,673,851)
Closi	ng balance	2,253,833,260	2,212,067,257
Αссι	imulated depreciation		
Oper	ning balance	678,289,997	508,480,304
	eciation for the period / year	95,385,561	235,341,638
Rela	ting to disposals	(5,506,836)	(65,531,945)
Closi	ng balance	768,168,722	678,289,997
•	ating assets-net book value	1,485,664,538	1,533,777,260
•	tal work in progress	191,364,478	99,553,557
Net b	book value	1,677,029,016	1,633,330,817
Intar	igible assets		
Cost			
	ning balance	6,862,771	5,543,356
	tions during the period / year	522,000	1,319,415
	sfer/adjustment during the period / year	290,000	-
CIOSI	ng balance	7,674,771	6,862,771
Αссι	umulated amortization		
	ning balance	5,923,373	3,658,638
	rtisation for the period / year	362,456	2,264,735
	ng balance	6,285,829	5,923,373
Net b	book value	1,388,942	939,398
0			
	<b>t term investments</b> stments at fair value through		
	rofit or loss - listed securities 8.1	376,962,962	748,688,343
٢			
8.1	Investments at fair value through pro	ofit or loss - listed se	ecurities
	These investments are 'held for trading' Carrying value	360,968,142	711,492,800
	Unrealized gain on re-measurement of investment during the period / yea	ır <b>15,994,820</b>	37,195,543
	Fair value of short term		
	investments 8.2	376,962,962	748,688,343

F	FEROZSON				50
		Units	Carrying val	ue	Fair value
		Dec-14 30-Jun-14	31-Dec-14 30 Rupees-	)-Jun-14 31-Dec	-14 30-Jun-14 Rupees
	8.2 Held for trading				·
	Mutual Funds				
		<b>306,394</b> 6,422,696	, ,	9,650,622 <b>346,08</b>	
	HBL Income Fund MCB DCF Units	<b>147,088</b> 147,088 <b>1,001</b> 751,071		3,591,717 <b>15,87</b> 5,000,000 <b>10</b> 4	2,15814,892,5781,37175,107,050
	ABL Cash Fund	<b>64,990</b> 72,064	651,504	684,063 <b>680</b>	<b>),061</b> 722,424
	Faysal Money Market Fund	<b>135,083</b> 135,083		2,566,398 14,213 1,492,800 376,963	· · · · · · · · · · · · · · · · · · ·
					10,000,010
		For the six m		For the three	months ended
	Note	31 December 2014	31 December 2013	31 December 2014 ees	31 December 2013
9	Revenue - net		huþ		
	Gross sales		[]		
	Local	2,140,197,542	1,920,734,690	1,204,154,766 69,308,864	1,026,711,557 19,122,861
	Export	108,188,862 2,248,386,404	86,429,257	1,273,463,630	1,045,834,418
	Less:	,	,,	, ,	,, , -
	Sales returns, discounts	(170,005,704)	(450.054.007)	(00.001.700)	(00,000,000)
	and commission Sales tax	(179,895,734) (2,332,078)	(158,854,907) (1,727,337)	(82,061,790) (1,026,724)	(80,833,092) (880,629)
	Jaies lax	(182,227,812)	(160,582,244)	(83,088,514)	(81,713,721)
		2,066,158,592	1,846,581,703	1,190,375,116	964,120,697
10	Cost of sales				
	Raw materials consumed 10.	1,102,842,669	674,848,944	584,280,494	297,122,161
	Other manufacturing expenses	243,202,185	233,358,344	113,117,050	114,713,186
	W. 1	1,346,044,854	908,207,288	697,397,544	411,835,347
	Work in progress: Opening	97,330,065	94,418,678	143,303,599	72,460,920
	Closing	(126,261,887)	(101,382,198)	(126,261,887)	(101,382,198)
		(28,931,822)	(6,963,520)	17,041,712	(28,921,278)
	Cost of goods manufactured	1,317,113,032	901,243,768	714,439,256	382,914,069
	Finished stock:				
	Opening	424,428,669	425,048,851	573,506,266	438,057,855
	Closing	(681,091,408)	(346,533,107)	(681,091,408)	(346,533,107)
		(256,662,739)	78,515,744	(107,585,142)	91,524,748
		1,060,450,293	979,759,512	606,854,114	474,438,817
	10.1 Raw materials consume				
	Opening Durebases during the per	382,880,308	310,046,452	342,931,962	294,990,309
	Purchases during the per		666,691,503	616,365,821	304,020,863
	Closing	1,477,859,958 (375,017,289)	976,737,955 (301,889,011)	959,297,783 (375,017,289)	599,011,172 (301,889,011)
			(00.,000,011)	(0.0,011,200)	(00.,000,011)





## 11 Transactions with related parties

The related parties include associated companies, contributory provident fund, major shareholders, directors and key management personnel. Balances with the related parties are shown elsewhere in the accounts. Transactions with related parties during the period are as follows:

	Un-Audited 31 December 2014 Rup	Un-Audited 31 December 2013
<u>Other related parties</u> Company's share in employees provident fund	11,650,753	9,173,607
Remuneration including benefits and perquisites of key management personnel	53,433,840	43,908,702

## 12 Financial Risk Management

The Company's financial risk management objective and policies are consistent with that disclosed in financial statements for the year ended 30 June 2014.

#### 13 Non adjusting events after the balance sheet date

The board of directors of the holding Company in their meeting held on 16 February 2015 have proposed interim cash dividend of Rs. 4 per share for the quarter ended 31 December 2014

## 14 Date of authorization

This condensed interim consolidated financial information has been authorized for issue by the board of directors of the Company on 16 February 2015.

### 15 General

The figures have been rounded off to the nearest rupee. Corresponding figures have been rearranged and reclassified, where necessary. However, there have been no meterial rearrangements or reclassifications.

Lahore

Director

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FIVE DECADES OF DEDICATED SERVICE TO HUMANITY IN PAKISTAN AND AROUND THE WORLD IN PHARMACEUTICALS



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