



FrieslandCampina   
Engro Pakistan Limited

Legacy of  
**150**  
Years

THIRD QUARTER 2022

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## Company information

### Board of Directors

Abdul Samad Dawood (Chairman)  
Ali Ahmed Khan (CEO)  
Abrar Hasan  
Eduardus Lambertus Holtzer  
Petra Attje Zinkweg  
Roeland Francois Van Neerbos  
Zouhair Abdul Khaliq

### Chief Financial Officer

Imran Husain

### Company Secretary

Muneeza Iftikar

### Members of Audit Committee

Abrar Hasan (Chairman)  
Eduardus Lambertus Holtzer  
Zouhair Abdul Khaliq

The secretary of committee is  
Saleem Lallany, GM Internal Audit Department

### Bankers

#### Conventional

Allied Bank Limited  
Askari Bank Limited  
Bank Al-Falah Limited  
Bank Al-Habib Limited  
Citibank N.A.  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
MCB Bank Limited  
National Bank of Pakistan  
Samba Bank Limited  
Standard Chartered Bank Pakistan Limited  
Summit Bank Limited  
United Bank Limited  
The Bank of Punjab

#### Shariah Compliant

Meezan Bank Limited

### Auditors

A. F. Ferguson & Company  
Chartered Accountants

State Life Building No. 1-C  
I.I. Chundrigar Road  
Karachi - 74000, Pakistan.  
Tel: +92(21) 32426682-6 / 32426711-5

### Share Registrar

M/s FAMCO Associates (Private) Limited  
8-F Next to Hotel Faran, Block-6 PECHS,  
Shahrah-e-Faisal, Karachi - Pakistan  
Tel: +92 (21) 34380104-5, 34384621-3  
Fax: +92 (21) 34380106

### Registered Office

5th Floor, The Harbor Front Building  
HC-3, Marine Drive, Block - 4, Clifton  
Karachi - 75600, Pakistan.  
Tel: +92 (21) 35296000 (9 lines)  
Fax: +92 (21) 35296010  
E-mail: efl.shareholders@frieslandcampina.com  
Website: www.frieslandcampina.com.pk

## **DIRECTORS' REPORT**

On behalf of the Board of Directors of FrieslandCampina Engro Pakistan Limited (a majority-owned subsidiary of FrieslandCampina Pakistan Holdings B.V.), we are pleased to submit the report and the condensed financial information of the Company for the nine months ended September 30, 2022.

### **FLOOD RELIEF ACTIVITIES CARRIED OUT BY FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED (FCEPL)**

In light of the recent floods in Pakistan which displaced over 33million Pakistanis, FCEPL undertook flood relief efforts to support the affectees in Sindh and Balochistan with food, shelter, and free animal treatment camps. Working closely with the District Administrations and local government authorities, the Company donated 3000+ ration bags, 100 tents, and 11,000+ litres of Olper's milk, serving 15,000+ people and medically treating 12,000+ animals in Sukkur, Khairpur, Nara, Larkana, Dadu, and Sanghar.

FCEPL also partnered with Roshan Pakistan Academy (RPA) for flood relief in Balochistan. The Company donated dairy-based products – Olper's Full Cream Milk Powder equivalent to ~8,000 glasses of milk – to the ration packs being distributed by RPA to the affected areas. Additionally, FCEPL organized a voluntary donation drive inviting employees to generate more funds and scale the impact of relief efforts. Driven by its purpose of Nourishing Pakistan, FCEPL continues to stand with the people of Pakistan.

FCEPL partnered with the World Wide Fund for Nature (WWF-Pakistan) on a tree plantation initiative to increase local resilience to climate change. Under the partnership, FCEPL team planted mangroves at the WWF Wetland Center in Karachi and undertook a plantation drive with employees and community members at Nara farm.

### **BUSINESS OVERVIEW**

FrieslandCampina Engro Pakistan Limited delivered a topline growth of 37% and reported a revenue of PKR 52,827 million against PKR 38,671 million in the same period last year on the back of volume growth, mix improvement, and distribution expansion. Accordingly, operating profit reflected a growth of PKR 500 million vs last year. However, the business witnessed a decline in profit after tax of Rs 194 million vs last year (Rs 1,765 million vs Rs 1,959 million) on the back of higher finance cost due to an increase in interest rates and higher taxation due to the imposition of Super Tax.

Significant expansion was witnessed in the retail footprint and E-Commerce channel during the three quarters. The business has also improved its market reach, increased marketing spending to enhance brand equity, and improved its market penetration.

### **DAIRY-BASED PRODUCTS SEGMENT**

With a growth of 36.4% versus last year, the segment reported a revenue of Rs. 46.1 billion. Olper's, our flagship brand, led the growth in the segment along with strengthening its market leadership position through consistent brand building and trade activities.

Significant expansion was witnessed in the retail footprint and E-Commerce channel during the quarter. The segment will continue to explore new channels and routes to markets to serve its customers effectively and efficiently.

Olper's UHT continued to maintain a presence on air with its new 'Happy Mornings' campaign across key touchpoints including TV, Digital, Social Media & In-store. The new campaign has strengthened Olper's brand equity and resulted in accelerating conversion from loose milk. The campaign establishes Olper's

as an enabler of Happy Mornings for consumers by offering high-quality milk that is nutritious, delicious, and creamy.

We continue to leverage FrieslandCampina’s global expertise to introduce new products and innovations as a key driver of future business growth. Morning is a key occasion for dairy in Pakistan as around 62% of Pakistanis have breakfast daily. To drive the penetration of Olper’s in the morning occasion and leverage on this huge opportunity of dairy food occasions, Olper’s Cheese was recently launched. Every slice of Cheese (~20g) provides the nutrition of one glass of Olper’s Milk (~200ml).

With the start of school year in August 2022, Olper’s Flavoured Milk launched its new campaign ‘No Break In School Performance’. The campaign targeted consumers through key touchpoints with TV, Digital airing along with PR & activation. Olper’s Flavoured Milk has also been launched in a convenient 6x110ml positioned as a weekly School Bundle pack.

Our other brands like Olper’s full cream milk powder (FCMP), Olper’s Cream, and Tarang have also gained healthy market shares despite competition from established players.

### FROZEN DESSERTS SEGMENT

With a growth of 37.9% versus last year, the segment reported a revenue of Rs. 6.8 billion. This growth has been enabled by the segment’s investment in season-opening activities and expansion of the trade universe by inducting more assets in the market.

To give consumers an experience of a value-added offering, a dual chocolate flavored product with chocolate sauce and chocolate chips, the Omore Double Choco Chips Cone has been launched at an accessible price point in 2022.

### FINANCIAL PERFORMANCE

The financial performance of the company for the nine months ended September 30, 2022, is summarized below:

(Rs. in million)	Nine Months ended September 30, 2022		Variation
	2022	2021	
Net Sales	52,827	38,671	36.6%
Operating Profit	3,874	3,374	14.8%
<i>% of sales</i>	<i>7.3%</i>	<i>8.7%</i>	<i>-140 bps</i>
Profit / (Loss) after tax	1,765	1,959	
<i>% of sales</i>	<i>3.3%</i>	<i>5.1%</i>	<i>-180 bps</i>
Earnings / (Loss) per share (Rs.)	2.30	2.56	

## FUTURE OUTLOOK

Rising inflation, currency devaluation, and restrictive monetary policies continue to put pressure on the Company's profitability. Moreover, the imposition of Super Tax will impact the formal sector thus impacting the government's ability to collect taxes in the long run. Said measure will also impact our ability to continue to provide affordable nutrition to the public at large.

However, with an agile business model in place, the management is confident that it will be able to drive efficiencies across the value chain and continue to deliver growth.

At FrieslandCampina Engro Pakistan Limited, our purpose is to transform the health and well-being of Pakistanis now and for generations to come, and hence, the Company will continue to partner with the Pakistan Dairy Association (PDA) and the Government on various initiatives to educate the consumers on the potential health hazards of loose milk consumption and reinforce the positive characteristics of safe packaged milk.

Dairy farmers are the backbone of the Company's supply chain and we take great pride in our industry-leading Dairy Development Program (DDP), which is designed to ensure inclusive growth. The overarching goal is to aid our farmers in growing their farms and increasing the quantity and quality of their yield. Our nationwide milk footprint extends to 1300+ collection centres encompassing and supporting 116,000 independent farmers and milk suppliers. Through numerous dairy development initiatives, we directly contribute to the growth of the dairy and livestock sector in Pakistan.

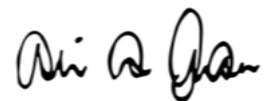
The business will also continue to invest behind brand equity to remain the preferred choice for consumers' dairy needs and expand its profit accretive portfolio to leverage margins.

Leveraging its global expertise and 150+years of heritage, the Company remains committed to the highest standards of hygiene, food safety, and sustainability and provides safe, affordable, and nourishing dairy products to millions of Pakistanis, every day.



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**Abdul Samad Dawood**  
Chairman



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**Ali Ahmed Khan**  
Chief Executive officer

Karachi: October 24, 2022

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**

**CONDENSED INTERIM FINANCIAL STATEMENTS (UNAUDITED)  
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UNAUDITED)**  
**AS AT SEPTEMBER 30, 2022**

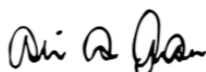
(Amounts in thousand)

	Note	Unaudited September 30, 2022	Audited December 31, 2021
		----- Rupees -----	
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, plant and equipment	4	9,097,301	9,512,746
Biological assets		2,021,738	1,533,562
Intangibles		35,473	53,876
Right-of-use assets		558,140	521,898
Deferred tax asset - net		59,902	184,917
Long term advances and deposits		107,182	60,688
		<b>11,879,736</b>	<b>11,867,687</b>
<b>Current Assets</b>			
Stores, spares and loose tools	5	473,361	369,152
Stock-in-trade	6	7,194,843	4,664,820
Trade debts		1,602,632	1,305,122
Advances, deposits and prepayments		924,009	538,795
Accrued mark-up / interest		-	21,264
Other receivables		308,057	185,040
Sales tax recoverable		3,913,690	2,764,518
Taxes recoverable		2,332,993	3,075,529
Short term investments		1,000,000	2,000,000
Cash and bank balances		1,894,814	346,185
		<b>19,644,399</b>	<b>15,270,425</b>
<b>TOTAL ASSETS</b>		<b>31,524,135</b>	<b>27,138,112</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital		7,665,961	7,665,961
Share premium		865,354	865,354
Employee share option compensation reserve		1,267	43,093
Remeasurement of post employment benefits - Remeasurement loss		(170,910)	(170,910)
Unappropriated profit		3,730,737	1,923,746
		<b>12,092,409</b>	<b>10,327,244</b>
<b>Non-Current Liabilities</b>			
Long term:			
- finances		750,000	2,200,000
- lease liability against right-of-use assets		278,569	248,015
		<b>1,028,569</b>	<b>2,448,015</b>
<b>Current Liabilities</b>			
Current portion of:			
- finances		2,887,678	2,582,647
- lease liabilities against right-of-use assets		260,045	285,090
- other payables		1,608	15,567
Trade and other payables		14,613,366	10,710,082
Contract liabilities		254,366	103,725
Unclaimed dividend		6,886	6,943
Accrued interest / mark-up on:			
- long term finances		181,759	81,285
- short term finances		197,449	114,507
Short term finances	7	-	463,007
		<b>18,403,157</b>	<b>14,362,853</b>
		<b>19,431,726</b>	<b>16,810,868</b>
<b>Contingencies and Commitments</b>	8		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>31,524,135</b>	<b>27,138,112</b>

The annexed notes 1 to 19 form an integral part of these condensed interim financial statements.



Chairman



Chief Executive Officer



Chief Financial Officer

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UNAUDITED)**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

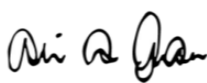
(Amounts in thousand except for earnings per share)

	Note	Quarter ended September 30,		Nine months ended September 30,	
		2022	2021	2022	2021
		----- Rupees -----		----- Rupees -----	
Revenue from contracts with customers - net		22,056,694	14,080,803	52,827,498	38,671,302
Cost of revenue		(18,236,360)	(11,848,228)	(43,809,402)	(31,349,624)
<b>Gross profit</b>		<b>3,820,334</b>	<b>2,232,575</b>	<b>9,018,096</b>	<b>7,321,678</b>
Distribution and marketing expenses		(1,823,393)	(1,095,282)	(4,361,512)	(3,241,204)
Administrative expenses		(531,907)	(319,931)	(1,240,190)	(912,427)
Other operating expenses		(209,264)	(91,608)	(369,407)	(283,476)
Other income		329,110	258,928	827,494	489,449
<b>Operating profit</b>		<b>1,584,880</b>	<b>984,682</b>	<b>3,874,481</b>	<b>3,374,020</b>
Finance cost		(365,306)	(234,249)	(990,910)	(642,696)
<b>Profit before taxation</b>		<b>1,219,574</b>	<b>750,433</b>	<b>2,883,571</b>	<b>2,731,324</b>
Taxation	9	(392,583)	(205,555)	(1,118,406)	(772,334)
<b>Profit for the period</b>		<b>826,991</b>	<b>544,878</b>	<b>1,765,165</b>	<b>1,958,990</b>
<b>Earnings per share - basic and diluted</b>	10	<b>1.08</b>	<b>0.71</b>	<b>2.30</b>	<b>2.56</b>

The annexed notes 1 to 19 form an integral part of these condensed interim financial statements.



**Chairman**



**Chief Executive Officer**



**Chief Financial Officer**

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

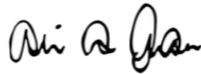
(Amounts in thousand)

	Quarter ended September 30,		Nine months ended September 30,	
	2022	2021	2022	2021
	----- Rupees -----		----- Rupees -----	
<b>Profit for the period</b>	826,991	544,878	1,765,165	1,958,990
Other comprehensive income for the period	-	-	-	-
<b>Total comprehensive income for the period</b>	<u>826,991</u>	<u>544,878</u>	<u>1,765,165</u>	<u>1,958,990</u>

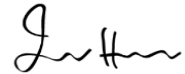
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**Chairman**



**Chief Executive Officer**



**Chief Financial Officer**

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

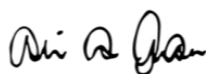
(Amounts in thousand)

	Share capital	RESERVES				Total
		CAPITAL		REVENUE		
		Share premium	Employee share option compensation reserve	Remeasurement of post employment benefits	Unappropriated profit	
----- Rupees -----						
<b>Balance as at January 1, 2021 (Audited)</b>	7,665,961	865,354	100,446	(146,432)	62,315	8,547,644
Transfer of employee share option compensation reserve to unappropriated profit	-	-	(57,353)	-	57,353	-
Profit for the period	-	-	-	-	1,958,990	1,958,990
Other comprehensive income for the period	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	1,958,990	1,958,990
<b>Balance as at September 30, 2021 (Unaudited)</b>	<u>7,665,961</u>	<u>865,354</u>	<u>43,093</u>	<u>(146,432)</u>	<u>2,078,658</u>	<u>10,506,634</u>
<b>Balance as at January 1, 2022 (Audited)</b>	7,665,961	865,354	43,093	(170,910)	1,923,746	10,327,244
Transfer of employee share option compensation reserve to unappropriated profit	-	-	(41,826)	-	41,826	-
Profit for the period	-	-	-	-	1,765,165	1,765,165
Other comprehensive income for the period	-	-	-	-	-	-
Total comprehensive income for the period	-	-	-	-	1,765,165	1,765,165
<b>Balance as at September 30, 2022 (Unaudited)</b>	<u>7,665,961</u>	<u>865,354</u>	<u>1,267</u>	<u>(170,910)</u>	<u>3,730,737</u>	<u>12,092,409</u>

The annexed notes 1 to 19 form an integral part of these condensed interim financial statements.



**Chairman**



**Chief Executive Officer**



**Chief Financial Officer**

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**CONDENSED INTERIM STATEMENT OF CASH FLOWS (UNAUDITED)**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

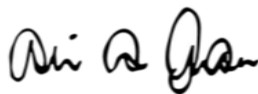
(Amounts in thousand)

	Note	Nine months ended September 30,	
		2022	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	11	4,334,609	4,559,610
Finance costs paid		(762,020)	(492,860)
Taxes paid		(250,855)	(417,849)
Contribution to the retirement benefits paid		(41,703)	(31,876)
Long term advances and deposits - net		(46,494)	(14,766)
<b>Net cash generated from operating activities</b>		<b>3,233,537</b>	<b>3,602,259</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchases of:			
- property, plant and equipment		(1,001,264)	(500,762)
- intangibles		(2,994)	(5,989)
Proceeds from disposal of:			
- property, plant and equipment		70,069	81,867
- biological assets		154,563	64,445
Income on short term investments		24,489	-
<b>Net cash utilized in investing activities</b>		<b>(755,137)</b>	<b>(360,439)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Repayment of long term finances		(1,158,928)	(239,286)
Dividend paid		(57)	(1,519)
Repayment of lease liability against right-of-use assets		(307,780)	(244,886)
<b>Net cash utilized in financing activities</b>		<b>(1,466,765)</b>	<b>(485,691)</b>
<b>Net decrease in cash and cash equivalents</b>		<b>1,011,635</b>	<b>2,756,129</b>
Cash and cash equivalents at beginning of the period		1,883,178	570,462
<b>Cash and cash equivalents at end of the period</b>	12	<b>2,894,813</b>	<b>3,326,591</b>

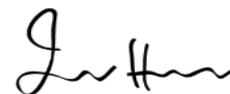
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**Chairman**



**Chief Executive Officer**



**Chief Financial Officer**

**FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED**  
**NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UNAUDITED)**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2022**

(Amounts in thousand)

**1. LEGAL STATUS AND OPERATIONS**

- 1.1 FrieslandCampina Engro Pakistan Limited (the Company), is a public listed company incorporated in Pakistan, under the repealed Companies Ordinance, 1984 (now the Companies Act 2017), and its shares are quoted on the Pakistan Stock Exchange. The Company is a subsidiary of FrieslandCampina Pakistan Holdings B.V. (the Holding Company) which is a subsidiary of Zuivelcoöperatie FrieslandCampina UA (the Ultimate Parent Company) and its registered office is situated at 5th Floor, the Harbour Front Building, Plot No. HC-3, Block-4, Scheme No. 5, Clifton, Karachi.
- 1.2 The principal activity of the Company is to manufacture, process and sell dairy based products and frozen desserts. The Company also owns and operates a dairy farm.

**2. BASIS OF PREPARATION**

- 2.1 These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:
- International Accounting Standard 34, 'Interim Financial Reporting' (IAS 34), issued by International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act); and
  - Provisions of and directives issued under the Act.

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

- 2.2 The cumulative figures for the nine months ended September 30, 2022 presented in these condensed interim financial statements have been subjected to limited scope review by the auditors, as required under section 237 of the Act. These condensed interim financial statements do not include all the information required for annual financial statements and therefore should be read in conjunction with the financial statements of the Company for the year ended December 31, 2021.
- 2.3 The preparation of these condensed interim financial statements in conformity with the accounting and reporting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances. Actual results may differ from these estimates.

During preparation of these condensed interim financial statements, the significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty are the same as those that were applied for the preparation of financial statements of the Company for the year ended December 31, 2021, unless otherwise specified.

**3. ACCOUNTING POLICIES**

- 3.1 The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are consistent with those applied in the preparation of the financial statements for the year ended December 31, 2021, except in respect of taxes on income, which has been accrued in the interim period using the tax rate that would be applicable to expected total annual profit / (loss).
- 3.2 New standards, amendments and interpretation to accounting and reporting standards which became effective during the period:

(Amounts in thousand)

There were certain amendments to accounting and reporting standards which became mandatory for the Company during the period. However, these do not have any significant impact on the Company's financial reporting and, therefore, have not been detailed in these condensed interim financial statements.

- 3.3 There are certain standards and amendments to accounting and reporting standards that are not yet effective and are considered either not to be relevant or to have any significant impact on the Company's financial reporting and, therefore, have not been disclosed in these condensed interim financial statements.

4. PROPERTY, PLANT AND EQUIPMENT	Unaudited September 30, 2022	Audited December 31, 2021
	----- Rupees -----	
Operating assets, at net book value (notes 4.1, and 4.2)	8,583,755	8,727,531
Capital work-in-progress (note 4.3)	313,353	632,323
Major spare parts and stand-by equipment	200,193	152,892
	<u>9,097,301</u>	<u>9,512,746</u>

Unaudited Nine months ended September 30, 2022	2021
----- Rupees -----	

- 4.1 Following additions, including transfers from capital work-in-progress, were made to operating assets during the period:

Buildings on freehold land	71,744	407
Plant, machinery and related equipment	1,069,406	318,727
Office equipment & furniture and fittings	45,788	15,319
Computer equipment	55,098	26,044
Vehicles	78,198	209,311
	<u>1,320,234</u>	<u>569,808</u>

- 4.2 The details of operating assets disposed-off / write-off during the period are as follows:

	Cost	Accumulated depreciation / impairment	Net book value	Sales proceeds	Mode of disposal
	----- Rupees -----				
Vehicles	95,025	(66,927)	28,098	45,859	Employee Buybacks, Insurance claims and Auction.
Plant & Machinery	954	(537)	417	-	Third party disposal.
Computer equipment	11,105	(10,836)	269	1,613	Employee Buybacks, and Insurance claims.
Freezers and Trikes	75,217	(59,578)	15,639	22,597	Third Party disposal and Insurance claims.
<b>September 30, 2022</b>	<u>182,302</u>	<u>(137,878)</u>	<u>44,423</u>	<u>70,069</u>	
September 30, 2021	<u>350,230</u>	<u>(311,989)</u>	<u>38,241</u>	<u>81,867</u>	

Unaudited Nine months ended September 30, 2022	2021
----- Rupees -----	

- 4.3 Following additions were made to capital work-in-progress during the period:

Building on freehold land	38,907	51,012
Plant, machinery and related equipment	814,073	264,813
IS and milk automation projects	2,994	5,989
Office equipment, furniture & fittings and computer equipment	70,086	37,021
Vehicles	78,198	147,916
	<u>1,004,258</u>	<u>506,751</u>

(Amounts in thousand)

	Unaudited	
	Nine months ended September 30, 2022	2021
4.4	----- Rupees -----	
Following transfers were made from capital work-in-progress during the period:		
- Operating assets	(1,320,234)	(569,808)
- Intangibles	(2,994)	(5,989)
	<u>(1,323,228)</u>	<u>(575,797)</u>

#### 5. STORES, SPARES AND LOOSE TOOLS

These includes provision against expired / obsolete stores and spares amounting to Rs. 382,577 (December 31, 2021: Rs. 322,786).

	Unaudited	Audited
	September 30, 2022	December 31, 2021
6. STOCK-IN-TRADE	----- Rupees -----	
Raw and packaging material (note 6.1)	3,105,460	2,412,938
Work in process (note 6.2)	2,914,007	1,404,670
Finished goods (notes 6.3)	1,270,426	888,440
	<u>7,289,893</u>	<u>4,706,048</u>
Less: Provision for expired / obsolete stock	(95,050)	(41,228)
	<u>7,194,843</u>	<u>4,664,820</u>

6.1 Includes Rs. 352,046 (December 31, 2021: Rs. 42,840) held by third parties.

6.2 Includes Rs. 1,076,867 (December 31, 2021: Rs. 473,675) held by third parties.

6.3 Includes Rs. 109,841 (December 31, 2021: Rs. 54,977) held by third parties and Rs. 67,283 (December 31, 2021: 62,197) in respect of finished goods carried at net realizable value.

6.4 Stock amounting to Rs. 9,958 (September 30, 2021: Rs. 13,432) has been written off against provision during the period.

#### 7. SHORT TERM FINANCES - secured

7.1 The facilities for short term running finance available from variously banks, which represent the aggregate sale price of all mark-up arrangements, amounts to Rs. 9,000,000 (December 31, 2021: Rs. 9,000,000). The unutilized balance against these facilities as at September 30, 2022 is 9,000,000 (December 31, 2021: Rs. 8,536,993). The rates of mark-up on these finances are KIBOR based and range from 15.61% to 16.11% (December 31, 2021: 7.78% to 10.02%) per annum. These facilities are secured by way of floating charge upon all the present and future current assets of the Company.

7.2 The facilities for opening letters of credit and bank guarantees as at September 30, 2022 amounts to Rs. 17,100,000 (December 31, 2021: Rs. 13,600,000), of which the amount remaining unutilized as at September 30, 2022 was Rs. 6,708,380 (December 31, 2021: Rs. 10,383,477).

#### 8. CONTINGENCIES AND COMMITMENTS

There is no significant change in the matters disclosed in notes 15, 27 and 35.1 to the financial statements for the year ended December 31, 2021, except for the following:

8.1 Commitments in respect of capital expenditure contracted for but not incurred as at September 30, 2022 amounts to Rs. 1,090,766 (December 31, 2021: Rs. 750,200).

8.2 Commitments in respect of purchase of certain commodities as at September 30, 2022 amounts to Rs. 365,618 (December 31, 2021: Rs. 1,798,840).

**(Amounts in thousand)**

- 8.3 On February 14, 2022 Commissioner Inland Revenue (Appeals) [CIR (A)] issued order against the appeal filed for the tax years 2009 and 2020 and remanded back the proceedings to Deputy Commissioner Inland Revenue (DCIR) for further verifications of various tax credits amounting to Rs. 25,713 and Rs. 22,885 respectively. DCIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A), has preferred an appeal before the Appellate Tribunal Inland Revenue (ATIR) which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned remand-back proceedings.
- 8.4 On February 14, 2022 CIR (A) passed an order against the appeal filed for the tax year 2012 and remanded back issues of deduction on maintenance expenses, provision for retirement benefits, labour charges and adjustment of brought forward losses pertaining to the tax year 2006. DCIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A), has preferred an appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.
- 8.5 On February 14, 2022 CIR (A) passed an order against the appeal filed for the tax year 2010 and remanded back issues of adjustment of income tax refunds pertaining to the tax years 2006 and 2009. The Company, being aggrieved with the decision of the CIR(A), has preferred an appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.
- 8.6 On February 14, 2022 CIR (A) issued an order against the appeal filed for the tax year 2019 and remanded back the proceedings to DCIR for further verifications of various tax credits amounting to Rs. 23,117. The DCIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A), has preferred an appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.
- 8.7 On March 15, 2022, the Classification Committee (CC) issued ruling, effective prospectively, on tea whiteners including Tarang. CC therein reviewed its previous rulings and decided the matter against the taxpayers. The Company reserves its rights to avail all legal remedies against the ruling issued. Based on the opinion of its legal advisor, the Company is confident of a favorable outcome of this matter, hence, no provision has been recognized in respect of prior years in these condensed interim financial statements.
- 8.8 On April 19, 2022, CIR (A) issued an order against the appeal filed for the tax year 2019 and upheld the decision of Additional Commissioner Inland Revenue (ACIR) in respect of super tax while remanded back the issue of disallowance of depreciation, short allowance of tax credit for re-adjudication to ACIR. The ACIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A), has preferred an appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.
- 8.9 On April 19, 2022, CIR (A) issued an order against the appeal filed for the tax year 2020 and upheld the decision of ACIR in respect of disallowance of tax loss on disposal of assets, while remanded back the issue of short tax credit allowed for re-adjudication to the ACIR. ACIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A) in respect of the order, has preferred appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.
- 8.9.10 On June 22, 2022, CIR (A) issued an order against the appeal filed for the tax year 2017 and upheld the decision of ACIR in respect of loss on sale of disposal of fixed assets, while remanded the issues of depreciation and addition on account of inventory written off for reexamination to ACIR. ACIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A) in respect of the order, has preferred appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.

(Amounts in thousand)

- 8.9.11 On June 14, 2022, CIR (A) issued an order against the appeal filed for the tax year 2018 remanded back the issues of disallowance of inventory write off, short allowance of tax credit for re-adjudication to the ACIR. ACIR has not yet initiated the remand back proceedings. The Company, being aggrieved with the decision of the CIR(A) in respect of the order, has preferred an appeal before the ATIR which is pending adjudication. The Company, based on the opinion of its tax consultant, is confident of a favorable outcome of the appeal, and accordingly taxes recoverable have not been reduced by the effect of the aforementioned disallowances.

## 9. TAXATION

This includes provision made in accordance with section 4C "Super tax on high earning persons" introduced in the Income Tax Ordinance, 2001 (ITO 2001) through the Finance Act, whereby super tax at the rate of 4% has been levied on income exceeding Rs. 300,000 for the year ended December 31, 2021 (tax year 2022)

## 10. EARNINGS PER SHARE - Basic and diluted

	Quarter ended September 30,		Nine months ended September 30,	
	2022	2021	2022	2021
	----- Rupees -----		----- Rupees -----	
There is no dilutive effect on the basic earnings per share of the Company, which is based on:				
Profit for the period	826,991	544,878	1,765,165	1,958,990
	----- Number of shares -----			
Weighted average number of ordinary shares for determination of basic and diluted EPS	766,596,075	766,596,075	766,596,075	766,596,075
Earnings per share	1.08	0.71	2.30	2.56

Unaudited	
Nine months ended September 30,	
2022	2021
----- Rupees -----	

## 11. CASH GENERATED FROM OPERATIONS

Profit before taxation	2,883,571	2,731,324
Adjustment for non-cash charges and other items:		
- Depreciation on property, plant and equipment	1,424,923	1,531,280
- Depreciation on right-of-use asset	231,573	180,951
- Impairment of operating assets - net	3,993	1,766
- Impairment of intangible assets - net	90	-
- Amortization of intangibles	21,307	21,714
- Loss on death / disposal of biological assets	43,550	2,597
- Gain on disposal of operating assets	(34,976)	(43,626)
- Gain arising from changes in fair value less estimated point-of-sale costs of biological assets	(686,289)	(325,599)
- Provision for retirement and other service benefits	94,544	94,666
- Provision for impairment of stock-in-trade	82,513	30,198
- Provision for slow moving spares - net	59,792	69,532
- Provision for / (reversal of) impairment of trade debts	698	(7,213)
- Government grant recognized as income	(13,959)	(31,353)
- Exchange loss	57,419	36,233
- Interest income on short term investments	(3,225)	-
- Finance cost on short term and long term finances including bank charges	945,436	609,073
- Finance cost on lease liability against right-of-use assets	45,474	33,623
Working capital changes (note 11.1)	(821,825)	(375,556)
	<u>4,334,609</u>	<u>4,559,610</u>

(Amounts in thousand)

	Unaudited	
	Nine months ended September 30,	
	2022	2021
	----- Rupees -----	
<b>11.1 Working capital changes</b>		
(Increase) / Decrease in current assets		
- Stores, spares and loose tools	(211,302)	(63,565)
- Stock-in-trade	(2,612,536)	(2,274,613)
- Trade debts	(298,208)	(334,383)
- Advances, deposits and prepayments	(385,214)	(477,141)
- Other receivables	(123,017)	24,551
- Sales tax recoverable	(1,149,172)	(193,114)
	<u>(4,779,449)</u>	<u>(3,318,265)</u>
Increase / (Decrease) in current liabilities		
- Trade and other payables	3,806,983	3,015,437
- Contract liabilities	150,641	(72,728)
	<u>3,957,624</u>	<u>2,942,709</u>
	<u>(821,825)</u>	<u>(375,556)</u>
<b>12. CASH AND CASH EQUIVALENTS</b>		
Cash and bank balances	1,894,814	3,326,591
Short term finances	-	-
	<u>1,894,814</u>	<u>3,326,591</u>

## 13. FINANCIAL RISK MANAGEMENT AND FINANCIAL INSTRUMENTS

### 13.1 Financial risk factors

The Company's activities expose it to a variety of financial risks: market risk (including currency risk and interest rate risk), credit risk and liquidity risk.

There have been no changes in the risk management policies during the period, consequently these condensed interim financial statements do not include all the financial risk management information and disclosures required in the annual financial statements.

### 13.2 Fair value of financial assets and liabilities

The carrying value of all financial assets and liabilities reflected in these condensed interim financial statements approximate their fair values.

## 14. FAIR VALUE MEASUREMENT

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.

### Fair value hierarchy

As per the requirements of IFRS 13 "Fair Value Measurement", the Company shall classify fair value instruments using a fair value hierarchy that reflects the significance of inputs used in making the measurements. The fair value hierarchy has the following levels:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2: Inputs other than quoted prices within level 1 that are observable for the asset or liabilities, whether directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

As at September 30, 2022 and December 31, 2021, the Company did not have any financial instruments which were measured at fair values.

**(Amounts in thousand)**

The Company has a number of financial instruments which are not measured at fair value in the statement of financial position. These include bank balances, loans to employees, trade debts and payable and long-term finances. For the majority of these instruments, the fair values are considered not to be materially different from their respective carrying amounts since the instruments are either short-term in nature or are periodically repriced.

**15. TRANSACTIONS WITH RELATED PARTIES**

- 15.1 Transactions with related parties, other than those which have been disclosed elsewhere in these condensed interim financial statements, are as follows:

Nature of relationship	Nature of transactions	Unaudited	
		Nine months ended September 30, 2022	2021
		----- Rupees -----	
Associated companies / undertakings	Arrangement for sharing of premises, utilities, personnel and assets	48,127	90,186
	Fee for technical assistance	1,126,316	951,609
	Reimbursement of expenses incurred by the company	98,063	60,131
	Reimbursement of expense paid / payable on behalf of the Company	9,363	13,110
	Purchases of goods and services	73,020	1,137,462
	Donation	15,000	15,000
	Contribution for staff retirement funds	Managed and operated by Engro Corporation Limited	
- Gratuity funds		100,481	94,667
- Provident fund		319,116	290,976
Key management personnel including the Chief Executive Officer but not other Directors	Managerial remuneration	219,355	175,125
	Contribution for staff retirement benefits	31,507	25,149
	Bonus payment	106,701	27,039
Other Directors	Fee	2,893	2,039

- 15.2 There are no transactions with key management personnel other than under the terms of the employment.

**16. SEGMENT INFORMATION**

- 16.1 The basis of segmentation and reportable segments presented in these condensed interim financial statements is the same which was disclosed in financial statements for the year ended December 31, 2021.

Unallocated assets include long and short term advances, deposits and prepayments, other receivables, taxes recoverable and cash and bank balances.

Liabilities are not segment-wise reported to the Board of Directors. All the unallocated results and assets are reported to the Board of Directors at entity level. Inter-segment sales of processed milk and powder are made by Dairy to Frozen desserts, at market value.

(Amounts in thousand)

16.2 Information regarding the Company's operating segments is as follows:

	Unaudited			Unaudited		
	Nine months ended September 30, 2022			Nine months ended September 30, 2021		
	Dairy based products	Frozen desserts	Total	Dairy based products	Frozen desserts	Total
-----Rupees-----						
<b>Results for the period</b>						
Net sales	46,270,901	6,826,382	53,097,283	33,957,319	4,905,102	38,862,421
Inter-segment sales	(207,055)	(62,730)	(269,785)	(191,119)	-	(191,119)
	<u>46,063,846</u>	<u>6,763,652</u>	<u>52,827,498</u>	<u>33,766,200</u>	<u>4,905,102</u>	<u>38,671,302</u>
Net profit after tax	<u>1,526,461</u>	<u>238,704</u>	<u>1,765,165</u>	<u>1,575,402</u>	<u>383,588</u>	<u>1,958,990</u>
	Unaudited			Audited		
	Nine months ended September 30, 2022			December 31, 2021		
-----Rupees-----						
<b>Assets</b>						
- Segment assets	17,494,010	3,473,092	20,967,102	13,924,028	2,373,060	16,297,088
- Un-allocated assets	-	-	10,557,033	-	-	10,841,024
	<u>17,494,010</u>	<u>3,473,092</u>	<u>31,524,135</u>	<u>13,924,028</u>	<u>2,373,060</u>	<u>27,138,112</u>

## 17. SEASONALITY

The Company's businesses are subject to seasonal fluctuation, with demand of frozen desserts and dairy based products increasing in summer. The Company's dairy business is also subject to seasonal fluctuation due to lean and flush cycles of milk collection. Therefore, revenues and profits for the nine months and quarter ended September 30, 2022 are not necessarily indicative of result to be expected for the full year.

## 18. CORRESPONDING FIGURES

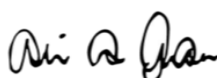
In order to comply with the requirements of International Accounting Standard 34 - 'Interim Financial Reporting', the condensed interim statement of financial position has been compared with the balances of annual financial statements of preceding financial year and condensed interim statement of profit or loss, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows have been compared with the transactions of comparable period of immediately preceding financial year.

## 19. DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial statements were authorized for issue on October 24, 2022 by the Board of Directors of the Company.



Chairman



Chief Executive Officer



Chief Financial Officer

# فریز لینڈ کمپنا اینگرو پاکستان لمیٹڈ

ڈائریکٹر رپورٹ

## DIRECTOR'S REPORT

فریز لینڈ کمپنا اینگرو پاکستان لمیٹڈ (فریز لینڈ کمپنا پاکستان ہولڈنگز B.V. کی اکثریتی ملکیتی ماتحت کمپنی) کے بورڈ آف ڈائریکٹرز کی جانب سے کمپنی کے 30 ستمبر 2022 کو ختم ہونے والے سال کے ابتدائی 9 ماہ کی رپورٹ اور کمپنی کی عبوری مالی معلومات پیش کرتے ہوئے خوشی محسوس ہو رہی ہے۔

فریز لینڈ کمپنا اینگرو پاکستان لمیٹڈ (ایف سی ای پی ایل) کی سیلاب متاثرین کے لیے امدادی سرگرمیاں

### FLOOD RELIEF ACTIVITIES CARRIED OUT BY

### FRIESLANDCAMPINA ENGRO PAKISTAN LIMITED (FCEPL)

پاکستان میں حالیہ سیلاب سے 33 ملین سے زائد پاکستانی بے گھر ہو گئے ہیں۔ ایف سی ای پی ایل نے سندھ اور بلوچستان میں خوراک اور رہائش فراہم کرنے کے ساتھ سیلاب متاثرین کے جانوروں کو طبی امداد بھی فراہم کی ہے۔ ضلعی انتظامیہ اور مقامی حکومتی حکام کے ساتھ مل کر کام کرتے ہوئے کمپنی نے سکھر، خیر پور، نارہ، لاڑکانہ، دادو اور ساکھڑ میں 3,000 سے زائد راشن بیگ، 100 نیچے اور 11,000 لیٹرز سے زائد اولپرزدودھ عطیہ کیا، جس سے 15,000 سے زائد افراد مستفید ہوئے، جب کہ 12,000 سے زائد جانوروں کا علاج بھی کیا گیا۔

بلوچستان میں سیلاب متاثرین کی امداد کے لیے کمپنی نے روشن پاکستان اکیڈمی (آر پی اے) سے شراکت داری کی اور آر پی اے کی جانب سے متاثرہ علاقوں میں تقسیم کیے گئے راشن بیگ کے لیے اولپر زفل کریم ملک پاؤڈر (8,000 دودھ کے گلاس کے برابر) عطیہ کیا۔ امدادی سرگرمیوں کا دائرہ کار بڑھانے اور مزید فنڈز کے حصول کے لیے ایف سی ای پی ایل نے ملازمین کے لیے رضا کارانہ عطیہ مہم بھی منعقد کی۔ پاکستان کو پھلتا پھولتا دیکھنے کے لیے پرعزم ایف سی ای پی ایل مشکل کی اس گھڑی میں پاکستانی قوم کے ساتھ ہے۔

ایف سی ای پی ایل نے موسمیاتی تبدیلیوں کے اثرات سے بچاؤ، شجر کاری کے فروغ اور درخت لگانے کے اقدام کی حوصلہ افزائی کے لیے ورلڈ وائیڈ فنڈ فار نیچر (ڈبلیو ڈبلیو ایف۔ پاکستان) سے شراکت داری کی ہے۔ اس شراکت داری کے تحت ایف سی ای پی ایل کی ٹیم نے کراچی میں ڈبلیو ڈبلیو ایف ویٹ لینڈ سینٹر میں مینگر ووز لگائے اور نارافارم میں ملازمین اور کمیونٹی ممبران کے ساتھ شجر کاری مہم کا آغاز کیا۔

## کاروباری جائزہ

### BUSINESS REVIEW

کاروباری حجم بڑھنے، کس میں بہتری اور ڈسٹری بیوشن نیٹ ورک میں توسیع کی وجہ سے فریز لینڈ کمپنا اینگر و پاکستان لمیٹڈ کی آمدن میں 37 فیصد کا نمایاں اضافہ ہوا اور کمپنی کو جنوری تا ستمبر 2021 کے 38,671 ملین روپے کے مقابلے میں رواں سال کے ابتدائی 9 ماہ میں 52,827 ملین روپے کی آمدن ہوئی۔ آپریٹنگ منافع میں گزشتہ سال کے مقابلے میں 500 ملین روپے کا اضافہ دیکھا گیا۔ تاہم کمپنی کا بعد از ٹیکس منافع 194 ملین روپے کم ہو گیا، جو کہ گزشتہ سال کے 1,959 ملین روپے سے گھٹ کر 1,765 ملین روپے رہ گیا۔ خالص منافع میں کمی کی وجہ بلند شرح سود کے باعث مالیاتی اخراجات کا بڑھنا اور سپر ٹیکس کے نفاذ سے ٹیکس ادائیگی میں اضافہ ہے۔

رواں سال کی تین سہ ماہیوں کے دوران ریٹیل نیٹ ورک اور ای کامرس چینلز میں نمایاں بہتری دیکھی گئی۔ کمپنی نے مارکیٹ میں قدم جمانے اور برانڈ ایکویٹی بڑھانے کے لیے سرمایہ کاری کی، جس کی وجہ سے مارکیٹ تک رسائی میں بہتری آئی۔

## ڈیری پر مبنی مصنوعات کا شعبہ

### DAIRY BASED PRODUCTS SEGMENT

2022 کے ابتدائی 9 ماہ میں ڈیری پر مبنی مصنوعات کے شعبے کا منافع 36.4 فیصد بڑھ کر 46.1 ارب روپے پر جا پہنچا۔ اس شعبے میں آمدن بڑھنے کی وجہ معروف برانڈ اولپرز کی برانڈ بلڈنگ اور تجارتی سرمایہ کاری کے ذریعے مارکیٹ لیڈر کے طور پر اپنی پوزیشن کو مضبوط بنانا ہے۔

اس سہ ماہی میں ریٹیل نیٹ ورک اور ای کامرس چینلز میں نمایاں بہتری دیکھی گئی۔ کمپنی ڈیری پر مبنی مصنوعات کے شعبے میں صارفین کو موثر انداز اور اچھے طریقے سے خدمات کی فراہمی کے لیے نئے مواقع کی تلاش پر توجہ مرکوز کیے ہوئے ہے۔

رابطے کے اہم ذرائع ٹی وی، ڈیجیٹل، سوشل میڈیا اور این اسٹور پر اولپرز یو ایچ ٹی کی ”پپی مارنگلز“ تھیم کے ساتھ تشریحی مہم جاری رہی، جس نے اولپرز کی برانڈ ایکویٹی کو مضبوط بنایا اور کھلے دودھ کے مقابلے میں پکیٹ والے دودھ کے استعمال میں اضافہ دیکھا گیا۔ اس مہم میں اولپرز کے اعلیٰ معیار کے دودھ کو صارفین کے لیے خوشگوار صبح کے طور پر پیش کیا گیا، جو غذائیت سے بھرپور، مزیدار اور کریمی ہے۔

کمپنی کاروبار کی ترقی کے لیے مستقل طور پر فریز لینڈ کمپنا کے عالمی تجربے سے استفادہ کرتے ہوئے نئی اور جدید مصنوعات متعارف کر رہی ہے۔ صبح کا وقت پاکستان میں ڈیری مصنوعات کے لیے بہت اہم ہے، کیوں کہ 62 فیصد پاکستانی روزانہ ناشتے میں ڈیری مصنوعات استعمال کرتے ہیں۔ صبح کے اوقات میں اولپرز کی رسائی کو بڑھانے اور ڈیری نوڈ کے اس بڑے موقع سے فائدہ اٹھانے کے لیے حال ہی میں اولپرز پنیر متعارف کرایا گیا ہے، پنیر کا ہر گلا (20 گرام) ایک گلاس اولپرز دودھ (200 ملی لیٹر) کی غذائیت فراہم کرتا ہے۔

اگست 2022 میں تعلیمی سال کے آغاز کے ساتھ اولپرز فلپورڈ ملک نے اپنی نئی مہم "No Break in School Performance" شروع کی۔ اس مہم کے ذریعے صارفین کو رابطے کے اہم ذرائع ٹی وی، ڈیجیٹل نشریات کے ساتھ پی آر اور ایکٹیویشن کے ذریعے ہدف بنایا گیا۔ اولپرز فلپورڈ ملک نے بھی مناسب قیمت پر 6 عدد 110X ملی لیٹر کا ہفتہ وار اسکول ہنڈل پیک متعارف کرایا۔

ہماری دیگر مصنوعات جیسے اولپرز فل کریم ملک پاؤڈر (ایف سی ایم پی)، اولپرز کریم اور ترنگ نے سخت مقابلے کے باوجود مارکیٹ میں اپنی جگہ بنالی ہے۔

## منجھ میٹھوں کا شعبہ

### FROZEN DESSERTS SEGMENT

منجھ میٹھوں کے شعبے میں کمپنی کو 6.8 ارب روپے کی آمدن ہوئی، جو گزشتہ سال کے مقابلے میں 37.9 فیصد زائد ہے۔ اس ترقی کی وجہ سیزن کے آغاز پر شعبے میں نئی سرمایہ کاری اور مارکیٹ میں مزید اثاثوں کو شامل کر کے تجارت کو فروغ دینا ہے۔

صارفین کو ویلیو ایڈڈ مصنوعات کا تجربہ فراہم کرنے کے لیے چاکلیٹ ساس اور چاکلیٹ چپس کے ساتھ ایک ڈبل چاکلیٹ ڈائریکٹ پروڈکٹ Omore ڈبل چوکو چپس کون کو 2022 میں کم قیمت پر متعارف کرایا گیا ہے۔

## مالیاتی کارکردگی

### FINANCIAL PERFORMANCE

30 ستمبر 2022 کو ختم ہوئے رواں سال کے ابتدائی 9 ماہ کے دوران کمپنی کی مالیاتی کارکردگی کا مختصر جائزہ ذیل میں دیکھا جاسکتا ہے۔

### 9 ماہ کا اختتام: 30 ستمبر 2022

تغیر و تبدیلی فیصد میں	2021	2022	ملین روپے
36.6%	38,671	52,827	خالص فروخت
14.8%	3,374	3,874	آپریٹنگ منافع
140-پیس پوائنٹس	8.7%	7.3%	فروخت کا فیصد
	1,959	1,765	بعد از ٹیکس منافع
180-پیس پوائنٹس	5.1%	3.3%	فروخت کا فیصد
	2.56	2.30	نی حصص منافع (روپے)

## FUTURE OUTLOOK

بڑھتی ہوئی مہنگائی، پاکستانی روپے کی قدر میں کمی اور سخت مائیکرو پالیسیوں کی وجہ سے کمپنی کا منافع دباؤ کا شکار ہے۔ مزید برآں سپر ٹیکس کے نفاذ سے دستاویزی شعبے پر اثر پڑے گا، جو طویل مدت میں حکومت کی ٹیکس جمع کرنے کی صلاحیت کو متاثر کرے گا۔ تاہم ایک اچھے کاروباری ماڈل کے ساتھ انتظامیہ کو یقین ہے کہ وہ ویلیو چین میں افادیت کو بڑھانے اور ترقی کے سفر کو جاری رکھنے میں کامیاب رہے گی۔

فریز لینڈ کمپنا اینگرو پاکستان لمیٹڈ کا مقصد پاکستان کی موجودہ اور آنے والی نسل کے لیے صحت و خوشحالی کو فروغ دینا ہے۔ اسی لیے کمپنی نے پاکستان ڈیری ایسوسی ایشن (پی ڈی اے) اور حکومت کے مختلف اقدامات میں شراکت داری کی ہے، جس کے ذریعے کھلے دودھ کے صارفین پر پڑنے والے ممکنہ مضر صحت اثرات اور بیک شدہ دودھ کی مثبت خصوصیات سے آگاہی فراہم کی جا رہی ہے۔

ڈیری فارمرز کمپنی کی سپلائی چین میں ریڑھ کی ہڈی کی حیثیت رکھتے ہیں اور ہمیں اپنی صنعت کے معروف ڈیری ڈیولپمنٹ پروگرام (ڈی ڈی پی) پر فخر ہے، جو کہ جامع ترقی کو یقینی بنانے کے لیے ترتیب دیا گیا ہے۔ اس پروگرام کا مقصد کسانوں کے فارمز کو ترقی دینے میں مدد کرنا ہے، تاکہ فارمرز دودھ کی پیداوار اور اُس کا معیار بڑھا سکیں۔ ملک بھر میں ہمارے 1300 سے زائد دودھ جمع کرنے کے مراکز ہیں، جہاں 116,000 فارمرز اور دودھ فراہم کرنے والے ہماری معاونت کرتے ہیں۔ ڈیری ڈیولپمنٹ کے متعدد اقدامات کے ذریعے ہم پاکستان میں ڈیری اور لائیو اسٹاک کے شعبے کی ترقی میں براہ راست کردار ادا کرنے کے لیے پُر عزم ہیں۔

صارفین کی ڈیری ضروریات کے لیے ترجیحی انتخاب رہنے کے لیے کمپنی برانڈ ایکویٹی میں سرمایہ کاری کرتی رہے گی اور مارجن سے فائدہ اٹھانے کے لیے اپنے منافع بخش پورٹ فولیو کو وسعت دے گی۔

اپنی عالمی مہارت اور 150 سال سے زائد کے ورثے سے فائدہ اٹھاتے ہوئے کمپنی حفظان صحت، خوراک کی حفاظت اور پائیداری کے اعلیٰ ترین معیارات کے لیے پُر عزم ہے اور لاکھوں پاکستانیوں کو روزانہ محفوظ، سستی اور صحت بخش ڈیری مصنوعات فراہم کرتی ہے۔



علی احمد خان

چیف ایگزیکٹو آفیسر



عبدالصمد داؤد

چیرمین

کراچی، 24 اکتوبر، 2022