



Share Food
Share Love



Share Food
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Our Story

National Foods Limited (NFL), founded in 1970, is Pakistan's leading multi category food company with over 250 different products in 14 categories. NFL holds ISO 9001, ISO 18001, ISO 22000 and HACCP certifications along with SAP Business Technology to drive its strong commitment to quality and management excellence.

In line with NFL's Vision 2020 of becoming a Rs. 50 billion company, we are already on our way of being recognized as an internationally renowned brand in over 37 countries across 5 continents worldwide.

NFL is dedicated to improving the well-being of our society through continuous development of innovative food products and a wide range of Corporate Social Responsibility programs.



Vision & Mission

“Our vision is to be a Rs. 50 billion food company by the year 2020 in the convenience food segment by launching products and services in the domestic and international markets that enhance lifestyle and value for our customers through management excellence at all levels.”



Company *Information*

BOARD OF DIRECTORS

Mr. Abdul Majeed	Chairman
Mr. Abrar Hasan	Chief Executive Officer
Mr. Zahid Majeed	Director
Mr. Ebrahim Qassim	Director
Mrs. Noreen Hasan	Director
Mrs. Saadia Naveed	Director
Mr. Ehsan A. Malik	Director

AUDIT COMMITTEE

Mr. Zahid Majeed	Chairman
Mr. Ebrahim Qassim	Member
Mrs. Saadia Naveed	Member
Mr. Ehsan A. Malik	Member

HUMAN RESOURCE AND REMUNERATION COMMITTEE

Mr. Zahid Majeed	Chairman
Mr. Ebrahim Qassim	Member
Mrs. Saadia Naveed	Member

DIRECTOR CORPORATE FINANCE

Mr. Syed Farhan Ali Rizvi

COMPANY SECRETARY

Mr. Fazal ur Rehman Hajano

HEAD OF INTERNAL AUDIT AND SECRETARY AUDIT COMMITTEE

Mr. Shahid Hussain

INTERNAL AUDITORS

Messrs. Ernst & Young Ford Rhodes & Co., Chartered Accountants

COMPANY MANAGEMENT

Mr. Abrar Hasan	Chief Executive Officer
Mr. Kamal Baig	Chief Executive NF DMCC
Mr. Syed Farhan Ali Rizvi	Director Corporate Finance
Ms. Saira A. Khan	Director - HR, Admin, IR & Security
Mr. Shakaib Arif	Director Integrated Supply Chain
Mr. Hasan Sarwat	Director Sales
Mr. Abrar Ahmad Khan	Director Marketing
Mr. Syed Zeeshan Ali	Head of Information Technology

AUDITORS

Messrs. KPMG Taseer Hadi & Co.
Chartered Accountants

Shaikh Sultan Trust Building No. 2
Beaumont Road, Karachi

SHARE REGISTRATION OFFICE

Central Depository Company of Pakistan Ltd.

CDC House, 99-B, Block 'B', S.M.C.H.S., Main
Shahra-e-Faisal, Karachi-74400
Tel: (92-21) 111-111-500
Fax: (92-21) 34326031

PRINCIPAL BANKERS

Bank Al Habib Limited
Bank Alfalah Limited
(Islamic Banking Group)
National Bank of Pakistan
Habib Bank Limited
Habib Metropolitan Bank Limited
MCB Bank Limited

Meezan Bank Limited
United Bank Limited
Habib Bank AG Zurich
MCB Dubai
Toronto Dominion Canada Trust Bank
Bank of Montreal
Business Development Bank of Canada

REGISTERED OFFICE

12/CL-6 Claremont Road, Civil Lines,
Karachi 75530.
P.O. Box No. 15509
Phone: (92-21) 35662687, 35670540,
35670585, 35670793 & 35672268
Fax: (92-21) 35684870

SITE PLANT

F-160/C, F-133, S.I.T.E., Karachi.
Phone: 021-3257-7707 – 10,
Fax: 021-3257-2217
Email Address: info@nfoods.com

PORT QASIM PLANT

A-13, North Western
Industrial Zone, Bin Qasim, Karachi
Landline # 021-3475-0373 – 7

MURIDKE PLANT

5-A/1, New Muslim Town, Lahore
Factory Address: G.T. Road, Manooabad
Meer Muridke.
Landline # 042-798-1427, 798-0808
Fax # 042-798-1427, 798-0808

GUJRANWALA PLANT

53-KM G.T. Road, Chainwala Mord
Amanabad, Gujranwala near Gujranwala
Kamoki Tool plaza
Landline # 055-3409560, 3409660

Web Presence: Updated company information and latest corporate reports can be accessed at: www.nfoods.com

Directors' Report

Fellow shareholders

The Directors of National Foods Limited are pleased to present their review, together with the unaudited condensed interim financial information of the Company for the quarter ended September 30, 2017.

Business performance overview

Expansion of product portfolio

The Company has renewed its focus on organic growth through launch of Mayonnaise and Savoury Snacks. Mayo apart from taste enhancement, provides nutritional benefits in the form of Vitamin A & Omega 3 & 6. Savoury snacks under the brand name “Scene On” was launched in August after extensive taste trials and is specially targeted towards teenagers with its vibrant colors, witty taglines and contemporary flavors. These products were very well received in the market, with benefits expected to accrue over the rest of the financial year.

Operating and financial performance

The financial results of the Group for the quarter are summarized below:

Amounts in PKR Million

	Core Business			A-1 Bags & Supplies Inc.	Group		
	Q1 FY18	Q1 FY17	Change	Q1 FY18	Q1 FY18	Q1 FY17	Change
Net sales	4,388	3,699	19%	1,186	5,574	3,699	51%
Gross profit	1,585	1,353	17%	219	1,804	1,353	33%
as % of net sales	36.1%	36.6%		18.5%	32.4%	36.6%	
EBITDA	557	519	7%	91	648	519	25%
as % of net sales	12.6%	14.1%		7.7%	11.6%	14.0%	
Net profit after tax	307	318	-4%	54	361	318	14%
as % of net sales	7.0%	8.6%		4.6%	6.5%	8.6%	
Earnings per share (Rupees)	2.95	3.07	-4%		3.27	3.07	7%

The acquisition of A1 has contributed a sizeable impact on the performance of the quarter vs last year. It contributes 21% at the Net sales and 15% at the net profit level. However,

due to the business operating at a lower GM, the overall gross profitability of the group has gone down by 420bps.

The net profit of the Group has therefore posted a decent growth of 14% and EPS post the minority interest has posted a growth of 7%. Focus on advertisement and consumer promotions during the first quarter has resulted in a slight decline of net profit in the core business.

Key category review

Various marketing and consumer engagement activities helped sustain volumes and gain market share:

- Promotional activities on the recipe category was conducted during the quarter at General Trade and Local Modern Trade centers. This was supported by our new Advertisement campaign on recipe masala “Lazzat bhari sahat” which went on air during the season. The ad positions the recipe mixes around convenience.
- Consumer promotions and TV campaign was launched for the ketchup category as well in conjunction with the recipe to capture the seasonal opportunity.
- National Desserts and Jams collaborated with Pakistani Chefs at Home, a popular Facebook group of opinion makers. Participants co-created creative food items by using National Powdered Desserts and Jams. Winners were awarded with passes to a popular game show ‘Geo Khelo Pakistan’ where National Desserts and Jams were showcased for 3 weeks.

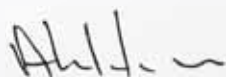
Future Outlook

With double digit growth in its core business and A-1 Bags and Supplies Inc., National Foods continues its multi-pronged growth strategy with equivalent focus on organic and inorganic expansion. The results of the first quarter are immensely motivating as the Group moves closer to its target of becoming a PKR 50 billion food company by 2020. With volume driven growth and achievement of economies of scale, we hope to surmount the economic and competitive challenges to continue delivering value for our shareholders.

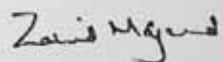
Acknowledgement

I would like to express the Board’s sincerest gratitude to all internal and external stakeholders for their continued commitment and trust.

On behalf of Board of Directors



Chief Executive Officer



Director

Unconsolidated Condensed Interim
Financial Information
September 30, 2017

Unconsolidated Condensed Interim Balance Sheet

As at September 30, 2017

	Note	(Unaudited) September 30 2017	(Audited) June 30 2017
(Rupees in '000)			
NON-CURRENT ASSETS			
Property, plant and equipment	5	3,355,470	3,049,019
Intangibles		100,256	85,564
Long term investment		31,719	31,719
Long term deposits		31,132	33,612
		<u>3,518,577</u>	<u>3,199,914</u>
CURRENT ASSETS			
Stores, spare parts and loose tools		16,999	10,880
Stock in trade		2,729,732	3,008,831
Trade debts		1,170,530	1,273,826
Advances		313,370	209,476
Trade deposits and prepayments		13,479	13,779
Other receivables		1,187	70,982
Sales tax refundable		-	40,633
Cash and bank balances		927,799	90,288
		<u>5,173,096</u>	<u>4,718,695</u>
TOTAL ASSETS		<u>8,691,673</u>	<u>7,918,609</u>
SHAREHOLDER'S EQUITY			
SHARE CAPITAL AND RESERVES			
Authorised capital of 150,000,000 ordinary shares of Rs. 5 each		<u>750,000</u>	<u>750,000</u>
Issued, subscribed and paid-up capital		518,034	518,034
Unappropriated profit		<u>2,970,043</u>	<u>2,661,655</u>
		<u>3,488,077</u>	<u>3,179,689</u>
NON-CURRENT LIABILITIES			
Long term financing	6	140,865	140,865
Deferred taxation		142,393	142,393
Retirement benefits obligations		7,182	6,023
		<u>290,440</u>	<u>289,281</u>
CURRENT LIABILITIES			
Trade and other payables		2,241,213	2,374,605
Accrued interest / mark up		13,573	9,620
Short term borrowings	7	2,087,829	1,549,528
Taxation - Provision less payments		558,903	515,886
Sales tax payable		11,638	-
		<u>4,913,156</u>	<u>4,449,639</u>
COMMITMENTS	8	<u>8,691,673</u>	<u>7,918,609</u>

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

Chief Executive Officer

Chief Financial Officer

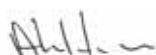
Director

Unconsolidated Condensed Interim Profit and Loss Account (Unaudited)

For the Quarter ended September 30, 2017

	Note	Quarter Ended	
		September 30 2017	September 30 2016
		(Rupees in '000)	
Sales	9	4,338,896	3,626,365
Cost of sales		(2,800,763)	(2,347,766)
Gross profit		1,538,133	1,278,599
Distribution costs		(888,289)	(685,621)
Administrative expenses		(149,741)	(142,870)
Other expenses		(35,088)	(30,118)
Other income		4,588	7,545
Operating profit		469,603	427,535
Finance costs		(20,786)	(15,910)
Profit before taxation		448,817	411,625
Taxation		(140,429)	(126,177)
Profit after taxation		308,388	285,448
Other comprehensive income		-	-
Total comprehensive income		308,388	285,448
Earnings per share - basic and diluted (Rupees)	10	2.98	2.76

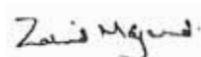
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Chief Executive Officer



Chief Financial Officer



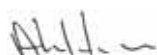
Director

Unconsolidated Condensed Interim Cash Flow Statement (Unaudited)

For the Quarter ended September 30, 2017

	Note	September 30 2017	September 30 2016
(Rupees in '000)			
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	11	807,004	1,188,603
Finance cost paid		(16,833)	(14,870)
Income tax paid		(97,412)	(108,644)
Decrease in long term deposits		2,480	2,276
Retirement benefit obligation paid		-	-
Net cash generated from operating activities		695,239	1,067,365
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant & equipment		(377,703)	(135,658)
Sale proceeds from disposal of property, plant and equipment		5,922	2,884
Purchase of intangible assets		(24,248)	(1,167)
Net cash used in investing activities		(396,029)	(133,941)
CASH FLOWS FROM FINANCING ACTIVITIES			
Short term borrowings obtained		1,138,000	-
Repayment of short term borrowings		(500,000)	-
Dividend paid		-	(41)
Net cash generated from / (used in) financing activities		638,000	(41)
Net increase in cash and cash equivalents		937,210	933,383
Cash and cash equivalents at the beginning of the period		(897,240)	(854,347)
Cash and cash equivalents at the end of the period	12	39,970	79,036

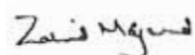
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Chief Executive Officer



Chief Financial Officer



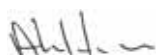
Director

Unconsolidated Condensed Interim Statement of Changes in Equity (Unaudited)

For the Quarter ended September 30, 2017

	Issued subscribed and paid up capital	Unappropriated Profit	Total
	(Rupees in '000)		
Balance as at June 30, 2016	518,034	1,965,738	2,483,772
Final dividend for the year ended June 30, 2016 @ 2.75 per share	-	(284,919)	(284,919)
Total comprehensive income for the year ended June 30, 2017			
- Profit for the year ended June 30, 2017	-	984,897	984,897
- Other comprehensive income for the year ended June 30, 2017	-	(4,061)	(4,061)
	-	980,836	980,836
Balance as at June 30, 2017	518,034	2,661,655	3,179,689
Profit for the quarter ended september 30, 2017	-	308,388	308,388
Balance as at September 30, 2017	518,034	2,970,043	3,488,077

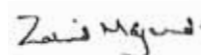
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Chief Executive Officer



Chief Financial Officer



Director

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

1. THE COMPANY AND ITS OPERATIONS

National Foods Limited

National Foods Limited (the Company) was incorporated in Pakistan on February 19, 1970 as a private limited company under the Companies Act, 1913 and subsequently converted into a public limited company under the Companies Ordinance, 1984 by special resolution passed in the extraordinary general meeting held on March 30, 1988. The Company is principally engaged in the manufacture and sale of convenience based food products. It is listed on Pakistan Stock Exchange. The registered office of the Company is situated at 12 / CL - 6, Claremont Road, Civil Lines, Karachi.

It has the following subsidiary:

National Foods DMCC

National Foods DMCC was registered on 7 November 2012 in Dubai Multi Commodities Centre ("DMCC") pursuant to Dubai (DMCC) Law No. 4 of 2001 and operates in the United Arab Emirates ("UAE") under a trade license issued by DMCC. The registered address of the Company is Unit No. R30-26, Floor No. 30, R Serviced Offices JLT, Reef Tower, Plot No. 01 Jumeirah Lakes Towers Dubai, United Arab Emirates.

The primary objective of NF DMCC is to boost export sales of its parent company through trading in food stuff and other services.

National Foods DMCC also has following two wholly owned subsidiaries:

a) National Foods Pakistan (UK) Limited

National Foods Pakistan (UK) Limited was incorporated in United Kingdom on 29 May 2013 as a private company under the Companies Act, 2006. The company is principally engaged in the trading of food products. The registered office of the company is situated at 27 Second Floor, Gloucester Place, London, United Kingdom.

b) National Epicure Inc.

National Epicure Inc. (NEI) was incorporated in Canada on 16 October 2013 under the Canada Business Corporations Act. The company is principally engaged in the trading of food products. The registered office of the company is situated at 193 Maxome Avenue, Toronto, Ontario, Canada.

NEI also has the following subsidiary:

A-1 Bags & Supplies Inc.

A-1 Bags & Supplies Inc., was incorporated in Canada on 14 March 2001, under the Canada Business Corporations Act. The company is principally engaged in distribution and wholesale of food products, disposables, janitorial and sanitation products. The registered office of the company is situated at 6400 Kennedy Road, Mississauga, Ontario, Canada.

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

2. BASIS OF PREPARATION

2.1 Statement of compliance

The unconsolidated condensed interim financial information of the Company for the three months period ended 30 September 2017 has been prepared in accordance with the requirements of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provision of or directives issued under the Companies Ordinance, 1984 have been followed.

The unconsolidated condensed interim financial information does not include all the information required for full annual financial statements and should be read in conjunction with the audited annual financial statements of the Company as at and for the year ended 30 June 2017.

2.2 Basis of measurement

The unconsolidated condensed interim financial information has been prepared under the historical cost convention, except for the Company's liability under its defined benefit plan which is reported on the basis of present value of defined benefit obligations as determined by an independent actuary, on annual basis.

2.3 Functional and presentation currency

The unconsolidated condensed interim financial information is presented in Pakistan Rupees which is also the Company's functional currency. All financial information presented in Pakistan Rupees has been rounded off to the nearest thousand Rupee except where stated otherwise.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this unconsolidated condensed interim financial information are the same as those applied in the preparation of audited annual financial statements of the Company as at and for the year ended 30 June 2017. Amendments to certain existing standards and interpretations on approved accounting standards effective during the period were not relevant to the Company's operations and did not have any impact on the accounting policies of the Company.

4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of this unconsolidated condensed interim financial information requires the management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The significant judgements made by management in applying the Company's accounting policies and the key sources of estimating the uncertainty were the same as those that applied to the audited annual financial statements as at and for the year ended 30 June 2017.

The financial risk management objectives and policies adopted by the Company are consistent with those disclosed in the audited annual financial statements as at and for the year ended 30 June 2017.

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

5. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets
Capital work in progress

(Unaudited) September 30, 2017	(Audited) June 30, 2017
(Rupees in '000)	
2,113,947	2,103,633
1,241,523	945,386
3,355,470	3,049,019

- 5.1 Following are the additions and disposals of property, plant and equipment during the current period.

Additions/ transfer from CWIP

Building on leasehold land
Plant & machinery
Vehicles
Furniture & fittings
Computers
Office and other equipments

(Unaudited) September 30, 2017	(Unaudited) September 30, 2016
(Rupees in '000)	
40,621	4,384
29,071	23,754
1,301	126
714	1,682
8,813	2,270
1,046	16,804
81,566	49,020

Disposals - Net Book Value

Vehicles [cost Rs. 4.31 million (2016: 0.37 million)]

2,600	23
2,600	23

6. LONG TERM FINANCE

This represents long term finance facility (LTFF) obtained from MCB Bank Limited for a period of ten years having mark-up of SBP base rate + 0.3%. The loan is secured by way of hypothecation on present and future fixed assets of the Company.

7. SHORT TERM BORROWINGS

Running finance under mark-up arrangements
Running finance under Musharika
Export re-finance
Money Market Loan

(Unaudited) September 30, 2017	(Audited) June 30, 2017
(Rupees in '000)	
637,416	441,909
250,413	545,619
-	500,000
1,200,000	62,000
2,087,829	1,549,528

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

- 7.1. This includes running finance balance maintained with Islamic Bank having balance of Rs. 250.41 million (30 June 2017: Rs. 545.62 million).
- 7.2. The facilities available from various banks amount to Rs. 2.79 billion (30 June 2017: Rs. 3.35 billion). The arrangements are secured by way of pari-passu charge against hypothecation of Company's stock in trade, movables and trade debts. The facilities expiring within one year are annual facilities subject to review at various dates during 2017 and 2018. The rates of mark up range from one month KIBOR plus 0.04% to one month KIBOR plus 0.2% per annum (30 June 2017: one month KIBOR plus 0.04% to three months KIBOR plus 0.5% per annum).

8. COMMITMENTS

- 8.1. Aggregate commitments for capital expenditure as at September 30, 2017 amounted to Rs. 643.16 million (June 30, 2017: Rs. 544.30 million).
- 8.2. The facilities for opening letters of credit amount to Rs. 1.59 billion (30 June 2017: Rs. 1.59 billion) and for letters of guarantee amount to Rs. 134.89 million (30 June 2017: Rs.134.89 million) as at 30 September 2017 of which the amount remaining unutilised at period end were Rs. 1.24 billion (30 June 2017: Rs. 1.08 billion) and Rs. 81.48 million (30 June 2017: Rs. 68.33 million) respectively.
- 8.3. Aggregate commitments in respect of ujrah payments for ijarah financing of motor vehicles bearing a mark up ranging from six months KIBOR + 0.6% to six months KIBOR + 0.9% (30 June 2017: six months KIBOR + 0.6% to six months KIBOR + 0.9%) per annum for rentals payable monthly as at 30 September 2017 amount to:

	(Unaudited) September 30 2017	(Audited) June 30 2017
	(Rupees in '000)	
Payable within one year	76,432	61,817
Payable over one to five years	122,568	95,850
	<u>199,000</u>	<u>157,667</u>

9. SALES

Manufactured goods

Gross sales

Local sales

Export sales

Sales tax

Less:

Discount, rebates and allowances

Sales return

	(Unaudited) September 30 2017	(Unaudited) September 30 2016
	(Rupees in '000)	
	5,928,186	4,980,934
	300,515	233,736
	<u>6,228,701</u>	<u>5,214,670</u>
	(828,205)	(687,034)
	<u>5,400,496</u>	<u>4,527,636</u>
	1,025,795	860,015
	35,805	41,256
	<u>1,061,600</u>	<u>901,271</u>
	<u>4,338,896</u>	<u>3,626,365</u>

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

		September 30 2017	September 30 2016
		(Rupees in '000)	
10. EARNINGS PER SHARE - BASIC AND DILUTED			
Profit after taxation attributable to ordinary shareholders		308,388	285,448
Weighted average number of shares outstanding during the period		103,606,856	103,606,856
Earning per share - basic and diluted (Rupees)		2.98	2.76
		(Unaudited) September 30 2017	September 30 2016
		(Rupees in '000)	
11. CASH FLOWS FROM OPERATIONS			
Profit before taxation		448,817	411,625
Adjustments for non-cash charges and other items:			
Depreciation on property, plant and equipment		68,652	50,018
Amortization on intangibles		9,556	7,902
Finance cost		20,786	15,910
Gain on disposal of property, plant and equipment		(3,322)	(2,861)
Retirement benefits expense		1,159	1,185
Exchange gain		-	(363)
Working capital changes	11.1	261,356	705,187
		358,187	776,978
Cash generated from operations		807,004	1,188,603
11.1 Effect on cash flows due to working capital changes			
(Increase) / Decrease in current assets			
Stores, spares parts and loose tools		(6,119)	126
Stock in trade		279,099	658,080
Trade debts		103,296	27,949
Advances		(103,894)	16,291
Trade deposits and prepayments		300	(14,757)
Other receivables		69,795	(4,363)
Sales tax refundable		40,633	-
		383,110	683,326
(Decrease) / Increase in current liabilities			
Trade and other payables		(133,392)	(102,401)
Sales tax payable		11,638	124,262
		(121,754)	21,861
		261,356	705,187
12. CASH AND CASH EQUIVALENTS			
Cash and bank balances		927,799	167,703
Running finance under mark up arrangements		(887,829)	(88,667)
		39,970	79,036

Notes to and Forming Part of the Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

13. TRANSACTIONS WITH RELATED PARTIES

Relationship with the Company	Nature of transaction	(Unaudited) September 30 2017	(Unaudited) September 30 2016
		(Rupees in '000)	
Subsidiary Company	Dividend Income	-	3,141
	Sale of goods	300,515	239,588
Associated Companies / Undertakings	Sale of goods	475,727	395,087
	Rent payment	2,262	2,262
	Commission expense	22,912	9,857
Staff retirement funds	Expense charged for defined contribution plan	10,757	9,734
	Payments to retirement contribution plan	155,103	29,096
Directors	Technical advisory services	-	2,373
Key management personnel compensation:			
	Salaries and other short-term employee benefits	46,822	43,285
	Retirement benefits	2,185	1,982
	Post retirement benefits of Executive Directors	1,159	1,185

14. DIVIDEND

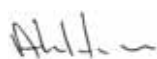
The Board of Directors in their meeting held on September 11, 2017 proposed a final dividend for the year ended June 30, 2017 of Rs. 4.25 per share amounting to Rs. 440.33 million (2016: Rs. 2.75 per share amounting to Rs. 284.92 million) which was approved by the Company in the Annual General Meeting held on October 24, 2017.

15. GENERAL

- 15.1 Following reclassification has been made for better presentation, the effect of which is not material:

Reclassification from Component	Reclassification to Component	(Rupees in '000)
Distribution cost	Sales - Discount, rebates and allowances	4,030
Distribution cost	Sales - Export sales	5,852

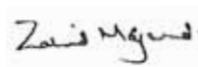
- 15.2 This condensed interim financial information has been authorised for issue on October 24, 2017 by the Board of Directors of the Company.



Chief Executive Officer



Chief Financial Officer



Director

Consolidated Interim
Financial Information
September 30, 2017

Consolidated Condensed Interim Balance Sheet

As at September 30, 2017

	Note	(Unaudited) September 30 2017 (Rupees in '000)	(Audited) June 30 2017
Non - current assets			
Property, plant and equipment	5	3,558,278	3,204,389
Intangibles and goodwill		621,776	583,725
Long term deposits		31,740	34,217
		<u>4,211,794</u>	<u>3,822,331</u>
Current assets			
Stores, spare parts and loose tools		16,999	10,880
Stock-in-trade		3,272,401	3,418,314
Trade debts		1,376,737	1,364,571
Advances		367,291	229,113
Trade deposits and prepayments		27,838	62,017
Other receivables		7,168	103,103
Sales tax refundable		-	40,633
Cash and bank balances		<u>1,005,735</u>	<u>364,022</u>
		<u>6,074,169</u>	<u>5,592,653</u>
TOTAL ASSETS		<u>10,285,963</u>	<u>9,414,984</u>
EQUITY AND LIABILITIES			
Shareholders' equity			
Share capital and reserves			
Authorised capital of 150,000,000 ordinary shares of Rs. 5 each		<u>750,000</u>	<u>750,000</u>
Issued, subscribed and paid-up capital		518,034	518,034
Unappropriated profit		3,025,210	2,686,892
Foreign exchange translation reserve		10,257	7,283
Equity attributable to owners of the Company		<u>3,553,501</u>	<u>3,212,209</u>
Non-controlling interest		<u>202,746</u>	<u>179,196</u>
Total equity		<u>3,756,247</u>	<u>3,391,405</u>
Non - current liabilities			
Long term finance	6	530,543	375,252
Long term deposits		2,902	2,759
Deferred consideration		-	154,222
Deferred liabilities		9,146	7,977
Deferred rent		11,384	7,407
Deferred taxation - net		<u>142,393</u>	<u>142,393</u>
		<u>696,368</u>	<u>690,010</u>
Current liabilities			
Trade and other payables		2,877,246	3,047,506
Mark-up accrued		14,195	11,269
Short-term borrowings	7	2,106,275	1,549,528
Current maturity of long term finance		67,892	28,255
Current maturity of deferred consideration		163,789	160,437
Taxation - net		592,313	536,574
Sales tax payable		<u>11,638</u>	<u>-</u>
		<u>5,833,348</u>	<u>5,333,569</u>
		<u>6,529,716</u>	<u>6,023,579</u>
Commitments	8		
TOTAL EQUITY AND LIABILITIES		<u>10,285,963</u>	<u>9,414,984</u>

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

Chief Executive Officer

Chief Financial Officer

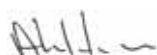
Director

Consolidated Condensed Interim Profit and Loss Account (Unaudited)

For the Quarter ended September 30, 2017

	Note	(Unaudited) September 30 2017 (Rupees in '000)	(Audited) June 30 2017
Sales	9	5,573,841	3,699,350
Cost of sales		(3,769,578)	(2,346,745)
Gross profit		1,804,263	1,352,605
Distribution costs		(1,013,634)	(722,123)
Administrative expenses		(198,040)	(142,870)
Other expenses		(43,235)	(30,118)
Other income		6,543	4,041
Operating profit		555,897	461,535
Finance costs		(39,841)	(17,781)
Profit before taxation		516,056	443,754
Taxation - net		(155,393)	(126,177)
Profit after tax		360,663	317,577
Other comprehensive income			
Items that are or may be reclassified subsequently to profit and loss account:			
Foreign operations - foreign currency translation differences		4,179	(250)
Total comprehensive income for the year		364,842	317,327
Profit attributable to:			
Owners of the Parent Company		338,318	317,577
Non-controlling interest		22,345	-
		360,663	317,577
Total comprehensive income attributable to:			
Owners of the Parent Company		341,292	317,327
Non-controlling interest		23,550	-
		364,842	317,327
		(Rupees)	
Earnings per share (basic and diluted)	10	3.27	3.07

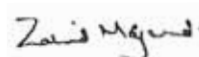
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Chief Executive Officer



Chief Financial Officer



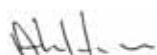
Director

Consolidated Condensed Interim Cash Flow Statement (Unaudited)


For the Quarter ended September 30, 2017

		(Unaudited) September 30 2017	(Unaudited) September 30 2016
	Note	(Rupees in '000)	
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	11	665,936	1,125,978
Finance cost paid		(36,915)	(16,741)
Income tax paid		(103,127)	(108,644)
Deferred rent		3,977	-
Retirement benefits obligations paid		(5,938)	-
Long term deposits		2,620	2,276
Net cash generated from operating activities		526,553	1,002,869
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(424,659)	(135,838)
Sale proceeds from disposal of property, plant and equipment		5,922	2,884
Purchase of intangible assets		(24,248)	(1,167)
Deferred consideration paid		(150,870)	-
Net cash used in investing activities		(593,855)	(134,121)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from short term borrowings		1,138,000	-
Proceeds from long term finance		150,870	-
Repayment of short term borrowings		(500,000)	-
Dividend paid		-	(41)
Net cash from / (used in) financing activities		788,870	(41)
Net increase / (decrease) in cash and cash equivalents		721,568	868,707
Cash and cash equivalents at beginning of the year		(623,506)	(661,659)
Currency translation difference on cash and cash equivalents		1,398	-
Cash and cash equivalents at end of the year	12	99,460	207,048

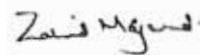
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Chief Executive Officer



Chief Financial Officer



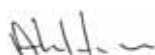
Director

Consolidated Condensed Interim Statement of Changes in Equity (Unaudited)

For the Quarter ended September 30, 2017

	Attributable to shareholders of the Parent Company				Non controlling interest	Total equity
	Share capital	Retained earnings	Foreign currency translation reserve	Sub-total		
	(Rupees in '000)					
Balance as at 1 July 2016	518,034	2,022,873	2,849	2,543,756	-	2,543,756
Total Comprehensive income for the year ended 30 June 2017						
Profit for the period	-	952,999	-	952,999	20,291	973,290
Other comprehensive income	-	(4,061)	4,434	373	101	474
	-	948,938	4,434	953,372	20,392	973,764
Transaction with owners in their capacity as owners directly recorded in equity						
Final dividend for the year ended 30 June 2016 @ Rs. 2.75 per share	-	(284,919)	-	(284,919)	-	(284,919)
Changes in ownership interests						
Acquisition of subsidiary with NCI	-	-	-	-	158,804	158,804
Balance as at 30 June 2017	518,034	2,686,892	7,283	3,212,209	179,196	3,391,405
Total Comprehensive income for the quarter ended 30 September 2017						
Profit for the period	-	338,318	-	338,318	22,345	360,663
Other comprehensive income	-	-	2,974	2,974	1,205	4,179
	-	338,318	2,974	341,292	23,550	364,842
Balance as at 30 September 2017	518,034	3,025,210	10,257	3,553,501	202,746	3,756,247

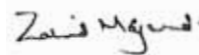
The annexed notes 1 to 15 form an integral part of this consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

1. THE GROUP AND ITS OPERATIONS

1.1 The group consists of:

- i) Holding Company - National Foods Limited
- ii) Subsidiary Company - National Foods DMCC

National Foods Limited

National Foods Limited was incorporated in Pakistan on February 19, 1970 as a private limited company under the Companies Act, 1913 and subsequently converted into a public limited company under the Companies Ordinance, 1984 by special resolution passed in the extraordinary general meeting held on March 30, 1988. The Company is principally engaged in the manufacture and sale of convenience based food products. It is listed on Pakistan Stock Exchange. The registered office of the Company is situated at 12 / CL - 6, Claremont Road, Civil Lines, Karachi.

National Foods DMCC

National Foods DMCC was registered on 7 November 2012 in Dubai Multi Commodities Centre ("DMCC") pursuant to Dubai (DMCC) Law No. 4 of 2001 and operates in the United Arab Emirates ("UAE") under a trade license issued by DMCC. The registered address of the Company is Unit No. R30-26, Floor No. 30, R Serviced Offices JLT, Reef Tower, Plot No. 01 Jumeirah Lakes Towers Dubai, United Arab Emirates.

The primary objective of NF DMCC is to boost export sales of its parent company through trading in food stuff and other services.

National Foods DMCC also has following two wholly owned subsidiaries:

a) National Foods Pakistan (UK) Limited

National Foods Pakistan (UK) Limited was incorporated in United Kingdom on 29 May 2013 as a private company under the Companies Act, 2006. The company is principally engaged in the trading of food products. The registered office of the company is situated at 27 Second Floor, Gloucester Place, London, United Kingdom.

b) National Epicure Inc.

National Epicure Inc. (NEI) was incorporated in Canada on 16 October 2013 under the Canada Business Corporations Act. The company is principally engaged in the trading of food products. The registered office of the company is situated at 193 Maxome Avenue, Toronto, Ontario, Canada.

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

NEI also has the following subsidiary:

A-1 Bags & Supplies Inc.

A-1 Bags & Supplies Inc. is incorporated in Canada on 14 March 2001, under the Canada Business Corporations Act. The company is principally engaged in distribution and wholesale of food products, disposables, janitorial and sanitation products. The registered office of the company is situated at 6400 Kennedy Road, Mississauga, Ontario, Canada.

2. BASIS OF PREPARATION

2.1 Statement of compliance

The consolidated condensed interim financial information of the Company for the three months period ended 30 September 2017 has been prepared in accordance with the requirements of the International Accounting Standard 34 - "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provision of or directives issued under the Companies Ordinance, 1984 have been followed.

The consolidated condensed interim financial information does not include all the information required for full annual financial statements and should be read in conjunction with the audited annual financial statements of the Company as at and for the year ended 30 June 2017.

2.2 Basis of measurement

The consolidated condensed interim financial information has been prepared under the historical cost convention, except for the Company's liability under its defined benefit plan which is reported on the basis of present value of defined benefit obligations as determined by an independent actuary, on annual basis.

2.3 Functional and presentation currency

The consolidated condensed interim financial information is presented in Pakistan Rupees which is also the Company's functional currency. All financial information presented in Pakistan Rupees has been rounded off to the nearest thousand Rupee except where stated otherwise.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of audited annual financial statements of the Company as at and for the year ended 30 June 2017. Amendments to certain existing standards and interpretations on approved accounting standards effective during the period were not relevant to the Company's operations and did not have any impact on the accounting policies of the Company.

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

3.1 Basis of consolidation

The consolidated financial statements of the Parent Company and its subsidiary companies are prepared up to the same reporting date and are combined on a line-by-line basis.

Non-controlling interests

Non-controlling interest (NCI) is measured at their proportionate share of the acquiree's identifiable net assets at the date of acquisition, as adjusted for proportionate share in profit and loss of the acquiree after the acquisition date.

4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of this consolidated condensed interim financial information requires the management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The significant judgements made by management in applying the Company's accounting policies and the key sources of estimating the uncertainty were the same as those that applied to the audited annual financial statements as at and for the year ended 30 June 2017.

The financial risk management objectives and policies adopted by the Company are consistent with those disclosed in the audited annual financial statements as at and for the year ended 30 June 2017.

5. PROPERTY, PLANT AND EQUIPMENT

Operating fixed assets
Capital Work in Progress

(Unaudited) September 30 2017	(Audited) June 30 2017
----- (Rupees in '000)-----	
2,353,778	2,248,623
1,204,500	955,766
<u>3,558,278</u>	<u>3,204,389</u>

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

- 5.1 Following are the additions and disposals of property, plant and equipment during the current period.

	September 30 2017	September 30 2016
	----- (Rupees in '000)-----	
Additions/ transfer from CWIP		
Building on Leasehold land	48,854	4,384
Plant & machinery	29,071	23,754
Vehicles	1,301	126
Furniture & fittings	35,851	1,682
Computers	10,290	2,270
Office and other equipments	3,754	16,804
	129,121	49,020
Disposals - Net Book Value		
Vehicles [cost Rs. 4.31 million (2016: 0.37 million)]	2,600	23
	2,600	23

6. LONG TERM FINANCE

- 6.1 This represents long term finance facility (LTFF) obtained from MCB Bank Limited for a period of ten years having mark-up of SBP base rate + 0.3%. The loan is secured by way of hypothecation on present and future fixed assets of the Company.
- 6.2 This includes long term loan obtained by National Foods DMCC from MCB Dubai having mark-up of 3 month LIBOR plus 3% for a period of five years.
- 6.3 This includes long term loans obtained by A-1 Bags & Supplies Inc. (A-1) from various commercial banks with effective interest rates ranging from 4.85% - 8.35%. These loans are repayable in 60 equal monthly installments and are secured against book debts of A-1.

	(Unaudited) September 30, 2017	(Audited) June 30, 2017
	----- (Rupees in '000)-----	
7. SHORT TERM BORROWINGS		
Running finance under mark-up arrangements	655,862	441,909
Running finance under Musharika	250,413	545,619
Export re-finance	-	500,000
Money Market Loan	1,200,000	62,000
	2,106,275	1,549,528

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

- 7.1. This includes running finance balance maintained with Islamic Bank having balance of Rs. 250.41 million (30 June 2017: Rs. 545.62 million).
- 7.2. The facilities available from various banks amount to Rs. 2.79 billion (30 June 2017: Rs. 3.35 billion). The arrangements are secured by way of pari-passu charge against hypothecation of Company's stock in trade, movables and trade debts. The facilities expiring within one year are annual facilities subject to review at various dates during 2017 and 2018. The rates of mark up range from one month KIBOR plus 0.04% to one month KIBOR plus 0.2% per annum (30 June 2017: one month KIBOR plus 0.04% to three months KIBOR plus 0.5% per annum).
- 7.3. This includes facilities obtained by A-1 Bags and Supplies Inc. from a commercial bank. This facility is secured by a general security agreement and bears interest rates at the bank's prime lending rate plus 2.5% per annum.

8. COMMITMENTS

- 8.1. Aggregate commitments for capital expenditure as at September 30, 2017 amounted to Rs. 643.16 million (June 30, 2017: Rs. 544.30 million).
- 8.2. The facilities for opening letters of credit amount to Rs. 1.59 billion (30 June 2017: Rs. 1.59 billion) and for letters of guarantee amount to Rs. 134.89 million (30 June 2017: Rs.134.89 million) as at 30 September 2017 of which the amount remaining unutilised at period end were Rs. 1.24 billion (30 June 2017: Rs. 1.08 billion) and Rs.81.48 million (30 June 2017: Rs. 68.33 million) respectively.
- 8.3. Aggregate commitments in respect of ujrah payments for ijarah financing of motor vehicles bearing a mark up ranging from six months KIBOR + 0.6% to six months KIBOR + 0.9% (30 June 2017: six months KIBOR + 0.6% to six months KIBOR + 0.9%) per annum for rentals payable monthly as at 30 September 2017 amount to:

	(Unaudited) September 30 2017	(Audited) June 30 2017
	(Rupees in '000)	
Payable within one year	76,432	61,817
Payable over one to five years	122,568	95,850
	<u>199,000</u>	<u>157,667</u>

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

		(Unaudited) September 30 2017	(Unaudited) September 30 2016
		(Rupees in '000)	
9. SALES			
Gross sales			
Local sales		5,928,186	4,980,934
Export sales		1,624,091	320,447
		7,552,277	5,301,381
Sales tax		(888,239)	(687,034)
		6,664,038	4,614,347
Less:			
Discount, rebates and allowances		1,046,982	873,742
Sales return		43,215	41,255
		1,090,197	914,997
		5,573,841	3,699,350
10. EARNINGS PER SHARE - BASIC AND DILUTED			
Profit after taxation attributable to owners of the parent company		338,318	317,577
Weighted average number of shares outstanding during the period		103,606,856	103,606,856
Earning per share - basic and diluted (Rupees)		3.27	3.07
		(Unaudited) September 30 2017	(Unaudited) September 30 2016
		(Rupees in '000)	
11. CASH FLOWS FROM OPERATIONS			
Profit before taxation		516,056	443,754
Adjustments for non-cash charges and other items:			
Depreciation on property, plant and equipment		85,989	50,029
Amortization on intangibles		6,076	7,902
Finance cost		39,841	17,781
Gain on disposal of property, plant and equipment		(3,322)	(2,861)
Unrealised foreign exchange gains - net		4,179	(250)
Retirement benefits expense		7,107	1,185
Working capital changes	11.1	10,010	608,438
		149,880	682,224
Cash generated from operations		665,936	1,125,978

Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

		(Unaudited) September 30 2017	(Unaudited) September 30 2016
		(Rupees in '000)	
11.1	Effect on cash flows due to working capital changes		
	(Increase) / Decrease in current assets		
	Stores, spares and loose tools	(6,119)	126
	Stock in trade	118,307	668,587
	Trade debts	(9,864)	(133,101)
	Advances	(112,035)	28,921
	Deposits and prepayments	27,712	(14,757)
	Other receivables	77,784	(1,142)
	Sales tax refundable	40,633	-
		136,418	548,634
	(Decrease) / Increase in current liabilities		
	Trade and other payables	(138,046)	(64,458)
	Due to the government	11,638	124,262
		(126,408)	59,804
		10,010	608,438
12.	CASH AND CASH EQUIVALENTS		
	Cash and bank balances	1,005,735	295,715
	Running finance under mark-up arrangements	(906,275)	(88,667)
		99,460	207,048
13.	TRANSACTIONS WITH RELATED PARTIES		
		(Unaudited) September 30 2017	(Unaudited) September 30 2016
		(Rupees in '000)	
Relationship with the Company	Nature of transaction		
Associated Companies / Undertakings	Sale of goods	475,727	395,087
	Rent payment	2,262	2,262
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Notes to the Consolidated Condensed Interim Financial Information (Unaudited)

For the Quarter ended September 30, 2017

14. DIVIDEND

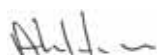
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15. GENERAL

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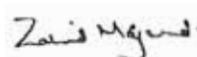
- 15.2 This condensed interim financial information has been authorised for issue on October 24, 2017 by the Board of Directors of the Parent Company.



Chief Executive Officer



Chief Financial Officer



Director

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*Mobile apps are also available for download for android and ios devices

A-1 کا حصول گزشتہ سال کے مقابلے میں اس سال مجموعی کارکردگی پر کافی اثر انداز رہا اور اس نے خالص فروخت میں 21 فیصد اور خالص منافع میں 15 فیصد کا اضافہ کیا۔ تاہم، A-1 کے مجموعی مارجن میں کمی کی وجہ سے گروپ کا مجموعی منافع 4.2 فیصد کم ہو گیا۔

چنانچہ گروپ کے خالص منافع میں 14 فیصد کا اضافہ ہوا اور آمدنی فی شیئر میں 7 فیصد اضافہ ہوا۔ پہلی سہ ماہی میں اشتہارات اور صارف پروموشنز پر کئے گئے اخراجات کے نتیجے میں بنیادی کاروبار کے خالص منافع میں معمولی نوعیت کی کمی دیکھنے میں آئی۔

اہم کیلنگری کا جائزہ

جسم کے استحکام اور مارکیٹ شیئر میں اضافہ کیلئے مارکیٹنگ اور صارفین کی مشغولیت کی درج ذیل سرگرمیاں کی گئیں:

- اس سہ ماہی میں ریسیپی کیلگری (Recipe Category) کی تشہیری سرگرمیاں جنرل ٹریڈ (General Trade) اور لوکل ماڈرن ٹریڈ (Local Modern Trade) چینلز پر منعقد کی گئیں۔ ریسیپی مصالحوں کی نئی تشہیری مہم ”لذت بھری سہولت“ بھی اس سہ ماہی کے دوران آن لائن ایگزٹری۔ یہ اشتہار ریسیپی مکسر سے ملنے والی سہولت کو سامنے لاتا ہے۔
- بیزن سے فائدہ اٹھاتے ہوئے ریسیپی مکسر (Recipe Mixes) کے اشتہار کے ساتھ ساتھ کچپ کیلگری (Ketchup Category) کیلئے صارفین تک رسائی اور ٹی وی پر اشتہاری مہم چلائی گئی۔
- نیشنل ڈیزرٹس (Desserts) اور جیمز (Jams) نے پاکستان کے شیفز ایٹ ہوم (Chefs at Home) کے ساتھ اشتراک کیا جو خیالات کی ترویج کرنے والا ایک معروف فیس بک گروپ ہے، جس میں شرکت کرنے والے نیشنل پاؤڈر ڈیزرٹس اور جیمز استعمال کرتے ہوئے کھانوں میں نئی تخلیقات کرتے ہیں۔ جیتنے والوں کو مشہور گیم شو ”جو کھیلو پاکستان“ کے پاسز دیے گئے، اس گیم شو میں نیشنل ڈیزرٹس (Desserts) اور جیمز (Jams) تین ہفتوں تک دکھائے گئے۔

مستقبل کا نقطہ نظر

اپنے بنیادی کاروبار اور اے ون بیگز اینڈ سپلائز انکارپوریشن (A-1 Bags and Supplies Inc.)، میں اضافہ کے ساتھ نیشنل فوڈز دو شاخہ اضافہ کی حکمت عملی کو نامیاتی اور غیر نامیاتی وسعت پر مساوی توجہ کے ساتھ جاری رکھے ہوئے ہے۔ پہلی سہ ماہی کے نتائج کافی حوصلہ افزا ہیں اور گروپ 2020 تک 150 ارب پاکستانی روپے کی فوڈ کمپنی بننے کے ہدف سے قریب تر ہوتا جا رہا ہے۔ حجم کے حساب سے ترقی اور معیشت کے پیمانے پر کامیابیاں حاصل کرتے ہوئے ہمیں امید ہے کہ ہم معاشی اور مسابقتی چیلنجز کو سر کر لیں گے اور اپنے حصص داران کیلئے قابل قدر اقدامات کو جاری رکھیں گے۔

اظہار تشکر

میں بورڈ کی جانب سے تمام اندرونی اور بیرونی شراکت داروں کے مستقل عزم و اعتماد کیلئے بہت مشکور و ممنون ہوں۔

بورڈ آف ڈائریکٹرز کی جانب سے

فہیمہ نسیم

ڈائریکٹر

احمد علی

چیف ایگزیکٹو آفیسر

ڈائریکٹرز رپورٹ

معزز حصص داران

نیشنل فوڈز لمیٹڈ کے ڈائریکٹرز باسرت 30 ستمبر 2017 کو ختم ہونے والی سہ ماہی کی کارکردگی رپورٹ بمع عبوری مالیاتی گوشوارے پیش کر رہے ہیں۔

کاروباری کارکردگی کا جائزہ

نئی مصنوعات کا تعارف

کمپنی نے مایویز اور چٹپٹا سٹیکس کو متعارف کرواتے ہوئے نامیاتی اضافہ کی جانب اپنی توجہ کوئی سمت دی ہے۔ مایو صرف ذائقہ میں اضافہ ہی نہیں کرتا بلکہ وٹامن A اور امیگا 3 اور 6 کی شکل میں غذائی افادیت بھی فراہم کرتا ہے۔ ”سین آن (Scene ON)“ کے برانڈ نام سے چٹپٹا سٹیکس، وسیع ریسرچ (Taste Trials) کے بعد اور خاص طور پر نو عمر افراد کو ہدف بنا کر ان کے متنوع رنگوں جیسی شخصیت، خوش طبع ٹیک لائن اور آج کے زمانے کے فلیورز کے مطابق اگست میں متعارف کروائے گئے۔ ان مصنوعات کو مارکیٹ میں بہت زیادہ پذیرائی حاصل ہوئی، جس کے فوائد کی ہمیں آنے والے مالیاتی سال میں بھرپور توقع ہے۔

آپریٹنگ اور مالیاتی کارکردگی

گروپ کے سالانہ مالیاتی نتائج درج ذیل ہیں:

رقم پاکستانی روپے بلین میں

گروپ			اے ون بیگز اینڈ سپلائز انکارپوریشن			بنیادی کاروبار		
تبدیلی	Q1 FY17	Q1 FY18	Q1 FY18	تبدیلی	Q1 FY17	Q1 FY18		
51%	3,699	5,574	1,186	19%	3,699	4,388	خالص فروخت	
33%	1,353	1,804	219	17%	1,353	1,585	مجموعی منافع	
	36.6%	32.4%	18.5%		36.6%	36.1%	بطور خالص فروخت کی شرح	
25%	519	648	91	7%	519	557	ای بی آئی ٹی ڈی اے (EBTIDA)	
	14.0%	11.6%	7.7%		14.1%	12.6%	بطور خالص فروخت کی شرح	
14%	318	361	54	-4%	318	307	خالص منافع بعد از ٹیکس	
	8.6%	6.5%	4.6%		8.6%	7.0%	بطور خالص فروخت کی شرح	
7%	3.07	3.27		-4%	3.07	2.95	آمدنی فی حصص (روپے)	



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