



THIS LEGACY OF 7 DECADES IS A TESTAMENT TO OUR RESILIENCE

Condensed Interim Financial Statements FOR THE 1ST QUARTER ENDED MARCH 31, 2018

## **Corporate Information**

#### **Board of Directors**

Mueen Afzal Chairman and Non-Executive Director

Syed Javed Iqbal MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

Tajamal Shah Director Legal & External Affairs

Lt. Gen. (Retd.) Ali Kuli Khan Khattak Non-Executive Director

Imran Maqbool Non-Executive Director

Zafar Mahmood Non-Executive Director

Hae In KIM Non-Executive Director

Michael Koest Non-Executive Director

#### Audit Committee

Zafar Mahmood

Lt. Gen. (Retd.) Ali Kuli Khan Khattak

Imran Maqbool

Michael Koest

Hae In KIM

Umair Luqman (Secretary)

#### **Company Secretary**

M Idries Ahmed

#### **Registered Office**

Pakistan Tobacco Company Limited Serena Business Complex, Khayaban-e-Suhrwardy. P.O. Box 2549, Islamabad-44000 Telephone: +92 (051) 2083200, 2083201 Fax: +92 (051) 2604516 Web: <u>www.ptc.com.pk</u>

#### Factories

Akora Khattak Factory P.O. Akora Khattak Tehsil and District Nowshera, Khyber Pakhtunkhwa Telephone: +92 (0923) 561561-72 Fax: +92 (0923) 561502

Jhelum Factory G.T. Road, Kala Gujran Jhelum Telephone: +92 (0544) 646500-7 Fax: +92 (0544) 646524

#### **Bankers**

MCB Bank Limited MCB Islamic Bank Limited Habib Bank Limited National Bank of Pakistan Citibank N.A. Standard Chartered Bank (Pakistan) Ltd. Deutsche Bank AG

#### Auditors

KPMG Taseer Hadi & Co. Chartered Accountants Sixth Floor, State Life Building No. 5 Jinnah Avenue, Blue Area, Islamabad. 44000 Telephone: +92 (051) 2823558 Fax: +92 (051) 2822671

#### **Share Registrar**

FAMCO Associates (Pvt.) Ltd. 8-F, Near Hotel Faran, Nursery, Block 6, P.E.C.H.S, Shahrah-e-Faisal, Karachi Ph: +92 (021) 34380101-2

## **Directors' Review**

The Directors present the performance of Pakistan Tobacco Company Limited (PTC) for the first quarter ended March 31, 2018.

Business performance of the first quarter 2018 reflects PTC's efforts to address consumer affordability in 2017 and the strength of its brand portfolio to regain market share from the illicit sector. PTC geared itself to win up-traders through excellent in-market execution and to maintain its leadership in the legitimate tobacco industry.

In the first quarter, PTC continued its investments across its brand spectrum to enhance equity through focused marketing campaigns and trade marketing interventions. In the premium segment, the Company introduced latest pack and product upgrade for Dunhill in line with BATs global standards. In the Value for Money (VFM) segment, rural focused activation was executed for Gold Flake. This segment was further strengthened through a journey towards modernization with introduction of new pack for Capstan by Pall Mall.

	Rs. (million)			
	Jan - Mar, 2018 Jan - Mar,			
Gross Turnover	31,816	21,965		
Net Turnover	13,366	7,296		
Cost of Sales	6,335	3,542		
Gross Profit	7,031	3,754		
Operating Profit	5,060	1,856		
Profit Before Tax – PBT	5,208	1,865		
Profit After Tax – PAT	3,650	1,515		
Earnings Per Share – EPS (Rs)	14.29	5.93		

Key financial indicators of PTC for YTD Q1 2018 are:

The Gross Turnover has increased vs. Same Period Last Year (SPLY) owing to the increase in sales volume led by PTC's strategy to address the consumer affordability enabled by the changes in the regulatory framework in 2017.

Cost of sales has increased in absolute value vs SPLY due to the increase in sales volumes. Despite the devaluation of PKR in Dec'17 and Mar'18 respectively, PTC continues to deliver healthy operating margin through its focus on productivity savings and an effective cost management strategy. The Company remains focused on maintaining lean operations and a fit for future organization through modernization of its machinery and the efficiency of its footprint.

PTC contributed PKR 20 Bn in Q1'18 (up by 33% vs. SPLY) to the National Exchequer in the form of excise duty, sales tax, customs duties and income tax. However, 2018 will be another challenging year for government's revenues from the tobacco industry since cheap duty evaded cigarettes continue to be widely available in the market with a market share of 33% at Feb'18. Experience shows threat of illicit sector can be tackled only with strict enforcement of laws and regulations creating a more level playing field. The Company urges the relevant authorities to continue sustained enforcement and to strengthen the regulatory environment further.

PTC remains committed to deliver shareholder value through a strong brand portfolio and through the high quality of its personnel and business processes.

Syed Javed Iqbal MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

## جائزهاز ڈائر یکٹرز

پاکستان ٹو بیکو کمپنی کے ڈائر بیگرز 31 مارچ 2018 کوختم ہونے والی پہلی سہ ماہی کی کارکردگی پیش کررہے ہیں۔

لیپلی سدابی 2018 کی کاروباری کارکردگی ان کوششوں کی عکاس ہے جوصارفین کی قوت خرید پرآئے دیاؤ کو کم کرنے کیلئے کی گٹی ہیں۔ سیکپنی کے برانڈ پورٹ فو لیو کی قوت کا اظہار بھی ہے جس سے مل پر غیر قانو نی لو بیکوانڈ سٹری سے مارکیٹ شیئر والپ لیا گیا ہے۔ قانو نی لو بیکوانڈ سٹری پرواپس آنے والےصارفین کو جیتنے کیلئے کمپنی نے مارکیٹ میں بہتر سن کام کیا ہے اور قانو نی انڈ سٹری میں اپنی برتری قائم کر کھی ہے۔ غیر قانو نی لو بیکوانڈ سٹری کو 2018 میں 3

کپلی سبہ ماہم میں PTC نے اپنے تمام برانڈز میں سرمایہ کاری کی ہےاوران کی ایکو پٹی بڑھانے کیلیے متوجہ مارکیٹنگ میمات چلائی میں اورٹریڈ مارکیٹنگ میں سرگر میاں ک میں - پریم سیکھٹ میں Dunhill کیلیے پیک میں جدت اورتیکریٹ میں بہتر کا ان گئی ہے جو کہ BAT عالمی معیار کے مطابق ہے-VFM سیکھٹ میں دیمی علاقوں پر مرکوز Gold Flake کیکمین چلائی گئی اورکیپٹن بائے پال مال سے پیکٹ کی جدت کا سفرجاری رہا۔

	روپے(ملین)		
?	جنوری سے مارچ ,2018	ی سے مارچ, 2018 جنوری سے مارچ, 2017	
(Gross Turnover)	31,816	21,965	
ت (Net Turnover)	13,366	7,296	
روخت (Cost of Sales)	6,335	3,542	
(Gross Profit)	7,031	3,754	
(Operating Profit)	5,060	1,856	
(Profit Before Tax – PBT) نع	5,208	1,865	
(Profit After Tax – PAT)	3,650	1,515	
(Earnings Per Share – EPS (Rs) (روپی)	14.29	5.93	

سال 2018 کی پہلی سہ ماہی میں PTC کے کلیدی مالیاتی اشاریے بید ہے۔

کل دصولیات گزشتہ برس ای مدت کے مقابلے میں بڑھ گن ہیں کیونکہ فروخت کے جم میں اضافہ ہوا ہے۔ اس کی دجہ PTC کی سیحک تعلی تھی کہ 2017 میں قوانین میں آنے والی تبدیلی کا استعمال کرتے ہوئے صارفین کی قوت ترید پر آنے والے دیاؤ کو کم کیا جائے۔ VFM سیکھنٹ میں قیت کی کی دجہ سے کل وصولیات میں اضافے کا جز وی از الدہوا ہے۔

پیداداری لاگت برائے فروخت گزشتہ برس اسی مدت کے مقابلے میں بڑھ گئی ہے کیونکہ فروخت کے تجم میں اضافہ ہواہے۔ اگر چدد مبر 2017 اور مارچ 2018 میں روپے کی قدر میں کھی آئی ہے لیکن PTC نے قابل ذکر کاروباری منافع کمایا ہے جس کی وجہ پیداداری بچت پر توجہ اور لاگتوں پر قابو ہے۔ PTC کی توجہ مرکوز ہے کہ شینری کی جدت اور آپریشنز کو بہتر بنا کے ستقتبل کیلیے تیارادارہ بنایا جائے۔

PTC نے 2018 کی پہلی سدمانی میں ایک ائز ڈیوٹی بیلزنیس ،سٹم ڈیوٹیز اور آکم کیک کی مدین تو می خزانے میں 20 ارب روپے (گزشتہ برس ای مدت کے مقابلے میں 33% اید دہ ایح کرائے میں ۔ تاہم سال 2018 حکومتی آمد نی کیلئے ایک اور مشکل سال ہوگا کیونکہ سے غیر ڈیوٹی شرد سگریٹ مارکیٹ میں با آسانی دستایہ میں ۔ یہ ا واضح ہوگیا ہے کہ غیر قانونی ٹو بیکوانڈ سڑی کا مقابلہ تو انیں پر سخت عمل درآمد ہے ہومکن ہے اروں سے پر زور درخواست ہے کہ قوانیں پڑل درآمد کی فیصلہ کن کوششوں کوجاری رکھیں اور حکومتی آمد نی میں اینچکام ال نے کیلئے قانیں کی تبدیلی کے سلے کہ تو میں اور سے پر زور درخواست ہے کہ قوانیں پڑل درآمد کی فیصلہ کن کوششوں کوجاری رکھیں اور حکومتی آمد نی میں اینچکام ال نے کیلئے قانوں کی تبدیلی کے محکم جارہ کی میں ایک میں کہ کا

PTC اپنے مضبوط برانڈز، بہترین صلاحیت کے حامل لوگوں اور کا روباری طریقوں کے مل پر حصہ داران کو دبلیودینے کا عزم کیے ہوئے ہیں۔

<u>سيد حاويدا قبال</u> ایم ڈی اور چیف ایگزیکٹوآ فیسر



Pakistan Tobacco Company Limited | 03

## Condensed Interim Profit and Loss Account (Unaudited)

for the 1st quarter ended March 31, 2018

	Note	Jan - March 2018	Rs '000 Jan - March 2017
Gross turnover Excise duties Sales tax Net turnover Cost of sales	6	31,816,098 (13,594,472) (4,855,733) 13,365,893 (6,335,370)	21,965,149 (11,406,849) (3,262,644) 7,295,656 (3,541,570)
Gross profit		7,030,523	3,754,086
Selling and distribution costs Administrative expenses Other operating expenses Other income	7 8	(876,761) (646,172) (472,007) 24,376 (1,970,564)	(658,042) (427,809) (815,046) 2,689 (1,898,208)
Operating profit Finance income	9	5,059,959 156,150	1,855,878
Finance cost Net finance income		(7,765)	(11,396) 9,166
Profit before income tax		5,208,344	1,865,044
Income tax expense - current - deferred	10	(1,567,433) 9,216 (1,558,217)	(447,610) 97,972 (349,638)
Profit for the period		3,650,127	1,515,406
Earnings per share - basic and diluted (Rupees	)	14.29	5.93

Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Condensed Interim Statement of Comprehensive Income (Unaudited)

for the 1st quarter ended March 31, 2018

	Jan - March 2018	
Profit for the three months	3,650,127	1,515,406
Other comprehensive income for the three months	-	-
Total comprehensive income for the three months	3,650,127	1,515,406

Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Condensed Interim Balance Sheet (Unaudited)

as at March 31, 2018

	Note	March 31, 2018 (Unaudited)	Rs '000 December 31, 2017 (Audited)
Non current assets			
Property, plant and equipment Long term investment in subsidiary company Long term deposits and prepayments	11 12	8,532,557 5,000 32,384 8,569,941	8,630,814 5,000 32,319 8,668,133
Current assets			
Stock-in-trade Stores and spares Trade debts Loans and advances Short term prepayments Other receivables Short term investment Cash and bank balances	13 14 15	13,825,250 652,471 1,968 358,234 241,340 946,146 11,194,212 920,727 28,140,348	14,460,890 593,909 2,636 72,685 212,747 968,996 6,763,842 390,128 23,465,833
Current liabilities		20,140,340	23,405,655
Trade and other payables Finance lease obligation Accrued interest / mark-up Current income tax liability	16 17	13,274,924 153,917 3,171 1,381,430 14,813,442	13,023,524 165,245 3,414 662,310 13,854,493
Net current assets		13,326,906	9,611,340
Non current liabilities			
Finance lease obligation Deferred income tax liability	17	(236,513) (1,099,009) (1,335,522)	(260,050) (1,108,225) (1,368,275)
Net assets		20,561,325	16,911,198
Share capital and reserves			
Authorised share capital 300,000,000 ordinary shares of Rs 10 each	19	3,000,000	3,000,000
lssued, subscribed and paid-up capital 255,493,792 ordinary shares of Rs 10 each		2,554,938	2,554,938
Revenue reserves		18,006,387	14,356,260
Shareholders' equity		20,561,325	16,911,198
Contingencies and commitments	20		

no Syed Javed Igbal

MD & Chief Executive Officer

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Wael Sabra Chief Financial Officer & Director

# Condensed Interim Statement of Changes in Equity (Unaudited)

as at March 31, 2018

	Share capital	Revenue reserves	Rs '000 Total
Balance at January 1, 2017	2,554,938	10,421,692	12,976,630
Total comprehensive income for the three months	-	1,515,406	1,515,406
Balance at March 31, 2017	2,554,938	11,937,098	14,492,036
Balance at April 1, 2017	2,554,938	11,937,098	14,492,036
Total comprehensive income for the nine months	-	7,784,532	7,784,532
Final dividend of Rs 11.00 per share relating to the year ended December 31, 2016	-	(2,810,432)	(2,810,432)
Interim dividend of Rs 10.00 per share relating to the year ended December 31, 2017	-	(2,554,938)	(2,554,938)
Balance at December 31, 2017	2,554,938	14,356,260	16,911,198
Balance at January 1, 2018	2,554,938	14,356,260	16,911,198
Total comprehensive income for the three months	-	3,650,127	3,650,127
Balance at March 31, 2018	2,554,938	18,006,387	20,561,325

2 D Syed Javed Iqbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Condensed Interim Cash Flow Statement (Unaudited)

for the 1st quarter ended March 31, 2018

No	ote	March 31, 2018	Rs '000 March 31, 2017
Cash flows from operating activities			
Cash receipts from customers Cash paid to Government for Federal excise duty, Sales tax and other levies		31,816,766	22,022,816
Cash paid to suppliers, employees and others Finance cost paid Income tax paid		(19,648,934) (6,328,872) (8,008) (848,313)	(11,140,853) (6,899,015) (9,141) (1,045,353)
Other cash receipts		12,019	8,787
Cash flows from investing activities		,,	
Additions in property, plant and equipment Proceeds from disposal of property, plant and equip Finance income received	nent	(151,372) 53,744 123,150	(74,628) 190,067 19,962
		25,522	135,401
Cash flows from financing activities			
Dividends paid Finance lease payments		(12,447) (46,764)	(6,785) (47,174)
		(59,211)	(53,959)
Increase in cash and cash equivalents		4,960,969	3,018,683
Cash and cash equivalents at January 1		7,153,970	1,031,888
Cash and cash equivalents at March 31		12,114,939	4,050,571
Cash and cash equivalents comprise:			
Cash and bank balances 1 Short term investment Short term running finance	5	920,727 11,194,212 -	366,848 3,699,997 (16,274)
		12,114,939	4,050,571

20 Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Selected notes to the Condensed Interim Financial Statements (Unaudited)

for the 1st guarter ended March 31, 2018

#### 1. Legal status and operations

Pakistan Tobacco Company Limited (the Company) is a public listed company incorporated in Pakistan on 18 November 1947 under the Companies Act, 1913 (now the Companies Act, 2017) and its shares are quoted on the Pakistan Stock Exchange. The Company is a subsidiary of the British American Tobacco (Investments) Limited, United Kingdom, whereas its ultimate parent company is British American Tobacco p.l.c, United Kingdom. The Company is engaged in the manufacture and sale of cigarettes.

The registered office of the Company is situated at Serena Business Complex, Khayaban-e-Suharwardy, Islamabad.

#### 2. Statement of compliance

These condensed interim financial statements have been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting.

These condensed interim financial statements should be read in conjunction with the Company's latest annual financial statements as at and for the year ended December 31, 2017 ('last annual financial statements'). These condensed interim financial statements do not include all of the information required for a complete set of financial statements prepared in accordance with the International Financial Reporting Standards. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Company's financial position and performance since the last annual financial statements.

Comparative condensed interim balance sheet is extracted from annual financial statements as of December 31, 2017 whereas comparative condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim cash flow statement are extracted from unaudited condensed interim financial statements of the Company for the three months ended March 31,2017.

#### 3. Basis of preparation

These condensed interim financial statements are unaudited and are being submitted to the members of the Company as required under Section 237 of the Companies Act 2017, and the listing regulations of the Pakistan Stock Exchange.

#### 4. Use of judgements and estimates

In preparing these condensed interim financial statements, management has made 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 estimation uncertainty including measurement of fair values were the same as those that applied to the separate financial statements as at and for the year ended December 31, 2017.

When measuring the fair value of an asset or a liability, the Company uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

## Selected notes to the Condensed Interim Financial Statements (Unaudited) for the 1st guarter ended March 31, 2018

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

#### 5. Significant accounting policies

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended December 31, 2017.

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		Jan - March 2018	Rs 000 Jan - March 2017
6.	Cost of sales		
	Raw materials consumed		
	Opening stock of raw materials and work in process Raw material purchases and expenses Closing stock of raw materials	13,137,236 4,339,348	12,449,905 1,812,899
	and work in process	(12,050,893)	(11,076,691)
		5,425,691	3,186,113
	Excise duty, Customs duty and tobacco development cess	370,392	101,813
	Royalty	128,944	134,595
	Production overheads	848,383	723,869
	Cost of goods manufactured	6,773,410	4,146,390
	Cost of finished goods:		
	Opening stock Closing stock	1,336,318 (1,774,358)	1,189,201 (1,794,021)
		(438,040)	(604,820)
		6,335,370	3,541,570
7.	Other operating expenses		
	Severence payments to workers Workers' Profit Participation Fund Workers' Welfare Fund Bank charges and fees Foreign exchange loss Interest paid to Workers' Profit Participation Fund	279,735 106,619 7,845 77,808	618,639 100,271 40,108 7,577 36,719 11,732
		472,007	815,046

# Selected notes to the Condensed Interim Financial Statements (Unaudited)

for the 1st quarter ended March 31, 2018

		Ja	an - March 2018	Rs 000 Jan -March 2017
8.	Other income			
	Income from services to associated companies: -BAT Bangladesh Co. Ltd. -Internal liabilities written back		3,928 11,478	-
	Gain on disposal of property, plant and equipment Others		8,625 345	2,311 378
			24,376	2,689

#### 9. Finance income

This includes profit from placement with banks in saving account and treasury bills earned under interest arrangement. The interest rates range between 3.75% and 6.00% (three months ended March 31, 2017 : 3.75% and 5.90%) per annum and is received on maturity.

#### 10. Income tax expense

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The applicable income tax rate for the period is 30%.

		March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
11.	Property, plant and equipment		
	Operating fixed assets - note 11.1 Capital work in progress -note 11.2	7,981,522 551,035	8,171,245 459,569
		8,532,557	8,630,814
11.1	Operating fixed assets		
	Carrying amount at January 01 Additions during the three months / year Owned Assets	8,171,245	8,282,901
	Building Plant and machinery Vehicles	43,868	64,328 747,226 683
	Office and household equipment Furniture and fittings Leased Assets	4,435	171,617 6,500
	Vehicles	11,604	244,157
		59,907	1,234,511
	Disposals during the three months/year (net book value):		(45.050)
	Building	-	(15,252)
	Plant and machinery Vehicles	(25,516) (19,552)	(164,723) (51,911)
	Office and household equipment	(19,552)	(1,586)
	Furniture and fittings	-	(353)
	Depreciation charge for the three months / year	(45,118) (204,512)	(233,825) (1,112,342)
	Net book amount	7,981,522	8,171,245

## Selected notes to the Condensed Interim Financial Statements (Unaudited) for the 1st guarter ended March 31, 2018

11.1.1 During the three months ended March 31, 2018, the Company acquired assets, including transfers from capital work in progress, with a cost of Rs 59,907 thousand (three months ended March 31, 2017: Rs. 166,604 thousand). Operating fixed assets having net book value of Rs. 45,118 thousand were disposed off during three months ended March 31, 2017 (Rs. 187,756 thousand). Depreciation charge for three months ended March 31, 2018 was Rs. 204,512 thousand (three months ended March 31, 2017; Rs. 276,799 thousand).

	March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
11.2 Capital work in progress		
Carrying amount as at the beginning of the period Additions during the three months/year	459,569 91,466	346,534 417,633
Transferred to operating fixed assets	551,035	764,167 (304,598)
Carrying amount as at end of the period	551,035	459,569

#### 12. Long term investment in subsidiary company

This represents 500,001 (2017: 500,001) fully paid ordinary shares of Rs 10 each in Phoenix (Private) Limited. The break up value of shares calculated by reference to net assets worked out to be Rs 10 per share based on audited financial statements for the year ended December 31, 2017. This is a wholly owned subsidiary of the Company which has not yet commenced commercial production.

#### 13. Loans and advances

These include non interest bearing advances to employees of Rs 49,484 thousand (December 31, 2017 : Rs 41,953 thousand)

#### 14. Other receivables

These include following balances due from related parties:

	(1	March 31, 2018 Jnaudited)	Rs 000 December 31, 2017 (Audited)
	Holding company / associated companies Subsidiary company Employees' retirement benefit plans	2,543 20,021 872,658	52,145 20,021 765,618
15.	Cash and bank balances		
	Cash at banks		
	-Deposit accounts -Current accounts - note 15.1	8,560 910,367	9,460 379,278
		918,927	388,738
	Cash in hand	1,800	1,390
		920,727	390,128

15.1 These include balances of Rs 101,708 thousand (December 31, 2017 : Rs 96,741 thousand) held in foreign currency accounts.

# Selected notes to the Condensed Interim Financial Statements (Unaudited)

for the 1st quarter ended March 31, 2018

		March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
16.			
	These include following balances due to related parties:		
	Holding company / associated companies Employees' retirement benefit plans	1,795,206 181,362	1,593,422 147,071

#### 17. Finance lease obligation

This represents finance lease agreements entered into with a leasing company for vehicles. Total lease rentals due under various lease agreements aggregate to Rs 390,430 thousand (December 31, 2017: Rs 425,295 thousand) and are payable in equal monthly instalments latest by December 2022. Taxes, repairs, replacement and insurance costs are to be borne by the Company. Financing rates of 7.61% to 7.82% (December 31, 2017: 7.30% to 7.40%) per annum have been used as discounting factor.

#### 18. Short term running finance secured

Short term finance facilities available under mark-up arrangements with banks amount to Rs 6,500 million (2017: Rs 6,500 million), out of which the amount unavailed at the period end was Rs 6,500 million (2017: Rs 6,500 million). These facilities are secured by hypothecation of stock-in-trade. The mark-up ranges between 6.40% and 6.75% (2017: 6.34% and 6.54%) per annum and is payable quarterly. The facilities are renewable on annual basis.

#### 19. Share capital

Authorised share capital of the Company is Rs 3,000,000 thousand (December 31, 2017 : Rs 3,000,000 thousand) divided into 300,000,000 ordinay shares of Rs 10 each. Issued, subscribed and paid up capital of the Company is Rs 2,554,938 thousand (December 31, 2017 : Rs 2,554,938 thousand) divided into 255,493,792 ordinary shares of Rs 10 each.

	(1	March 31, 2018 Jnaudited)	Rs 000 December 31, 2017 (Audited)
20. Co	ntingencies and commitments		
20.1 Co	ntingencies		
Cla	ims and guarantees		
(i)	Claims against the Company not acknowledged as debt	72,474	72,474
(ii)	Guarantees issued by banks on behalf of the Company	274,451	276,051
20.2 Co	mmitments		
(i)	Capital expenditure commitments outstanding	412,177	-
(ii)	Letters of credit outstanding	292,204	386,925
(iii)	Lease rentals	562,566	644,519

Notes to the Condensed Interim Financial Statements (Unaudited) for the 1st quarter ended March 31, 2018

21. Financial instruments

# 21.1 Carrying amounts and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy for financial instruments measured at fair value. It does not include fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

		March	March 31, 2018 (Unaudited)	audited)	Decem	December 31, 2017 (Audited)	Audited)
	Note	Loans and	Other	Total	Loans and	Other	Total
		receivables	tinancial liabilities		receivables	Tinancial liabilities	
			Rs '000			Rs '000	
Financial assets measured at fair value			•	'		·	•
Financial assets not measured at fair value							
Deposits		25,799		25,799	25,465		25,465
Trade debts		1,968		1,968	2,636		2,636
Other receivables	14	946,146		946,146	968,996		968,996
Short-term investment		11,194,212		11,194,212	6,763,842		6,763,842
Cash and bank balances	15	920,727		920,727	390,128	ı	390,128
		13,088,852		13,088,852	8,151,067		8,151,067
Financial liabilities measured at fair value			•	•		•	
Financial liabilities not measured at fair value							
Trade and other payables	16		(6,715,245)	(6,715,245)		(6,624,273)	(6,624,273)
Finance lease obligation	17		(390,430)	(390,430)	ı	(425,295)	(425,295)
Accrued interest / mark-up			(3,171)	(3,171)		(3,414)	(3,414)
		ı	(7,108,846)	(7,108,846)		(7,052,982)	(7,052,982)

The Company has not disclosed the fair values of financial assets and financial liabilities as these are for short-term or reprice over short-term. Therefore, the carrying amounts are reasonable approximation of their values.

# 21.2 Financial risk management

The Company's financial risk management objective and policies are consistent with that disclosed in the financial statements for the year ended December 31, 2017.

## Selected notes to the Condensed Interim Financial Statements (Unaudited) for the 1st guarter ended March 31, 2018

#### 22. Transactions with related parties

	March 31, 2018	Rs 000 March 31, 2017
Purchase of goods and services Holding company Associated companies	235,227 359,760	150,104 306,510
Sale of goods and services Associated companies	118,177	556,086
Royalty charge Holding company	128,944	134,595
Contribution to retirement benefit plans by the Company		
Defined contribution pension fund Employee gratuity fund Management provident fund Employee provident fund	21,009 21,947 17,468 3,965	17,224 14,742 15,355 3,134
Remuneration of key management personnel	143,164	140,691

#### 23. Corresponding figures

Corresponding figures have been amended, where needed, as a result of application of International Financial Reporting Standard 15 "Revenue from Contracts with Customers".

#### 24. Date of authorisation

These condensed interim financial statements have been authorised for issue by the Board of Directors of the Company on April 27, 2018.

Syed Javed Iqbal MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Consolidated Condensed Interim Profit and Loss Account (Unaudited)

for the 1st quarter ended March 31, 2018

	Note	Jan - March 2018	Rs '000 Jan - March 2017
Gross turnover Excise duties Sales tax Net turnover Cost of sales	6	31,816,098 (13,594,472) (4,855,733) 13,365,893 (6,335,370)	21,965,149 (11,406,849) (3,262,644) 7,295,656 (3,541,570)
Gross profit		7,030,523	3,754,086
Selling and distribution costs Administrative expenses Other operating expenses Other income	7 8	(876,761) (646,172) (472,007) 24,376 (1,970,564)	(658,042) (427,809) (815,046) 2,689 (1,898,208)
Operating profit		5,059,959	1,855,878
Finance income Finance cost Net finance income	9	156,150 (7,765) 148,385	20,562 (11,396) 9,166
Profit before income tax		5,208,344	1,865,044
Income tax expense - current - deferred	10	(1,567,433) 9,216 (1,558,217)	(447,610) 97,972 (349,638)
Profit for the period		3,650,127	1,515,406
Earnings per share - basic and diluted (Rupees)		14.29	5.93

Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Consolidated Condensed Interim Statement of Comprehensive Income (Unaudited)

for the 1st quarter ended March 31, 2018

	Jan - March 2018	Rs '000 Jan - March 2017
Profit for the three months	3,650,127	1,515,406
Other comprehensive income for the three months	-	-
Total comprehensive income for the three months	3,650,127	1,515,406

20 Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Consolidated Condensed Interim Balance Sheet (Unaudited)

as at March 31, 2018

			Rs '000
	Note	March	December
		31, 2018	31, 2017
		(Unaudited)	(Audited)
Non current assets			
Property, plant and equipment	11	8,557,605	8,655,862
Long term deposits and prepayments		32,384	32,319
		8,589,989	8,688,181
Current assets			
Stock-in-trade		13,825,250	14,460,890
Stores and spares		652,471	593,909
Trade debts		1,968	2,636
Loans and advances	12	358,234	72,685
Short term prepayments		241,340	212,747
Other receivables	13	926,125	948,975
Short term investment	10	11,194,212	6,763,842
Cash and bank balances	14	920,727	390,128
	14		
Current liabilities		28,120,327	23,445,812
Trade and other payables	15	13,274,951	13,023,551
Finance lease obligation	16	153,917	165,245
Accrued interest / mark-up		3,171	3,414
Current income tax liability		1,381,430	662,310
		14,813,469	13,854,520
Net current assets		13,306,858	9,591,292
Non current liabilities			
Finance lease obligation	16	(236,513)	(260,050)
Deferred income tax liability		(1,099,009)	(1,108,225)
,		(1,335,522)	(1,368,275)
		(1,555,522)	(1,500,275)
Net assets		20,561,325	16,911,198
Share capital and reserves			
Authorised share capital			
300,000,000 ordinary shares of Rs 10 each	18	3,000,000	3,000,000
locued subseribed and paid up essited			
Issued, subscribed and paid-up capital 255,493,792 ordinary shares of Rs 10 each		2,554,938	2,554,938
Revenue reserves		18,006,387	14,356,260
Shareholders' equity		20,561,325	16,911,198
			· · ·
Contingencies and commitments	19		

The annexed notes 1 to 23 are an integral part of these consolidated condensed interim financial statements.

no Syed Javed Igbal

MD & Chief Executive Officer

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Wael Sabra Chief Financial Officer & Director

18 | Consolidated Condensed Interim Financial Information

# Consolidated Condensed Interim Statement of Changes in Equity (Unaudited)

as at March 31, 2018

	Share capital	Revenue reserves	Rs '000 Total
Balance at January 1, 2017	2,554,938	10,421,692	12,976,630
Total comprehensive income for the three months	-	1,515,406	1,515,406
Balance at March 31, 2017	2,554,938	11,937,098	14,492,036
Balance at April 1, 2017	2,554,938	11,937,098	14,492,036
Total comprehensive income for the nine months	-	7,784,532	7,784,532
Final dividend of Rs 11.00 per share relating to the year ended December 31, 2016	-	(2,810,432)	(2,810,432)
Interim dividend of Rs 10.00 per share relating to the year ended December 31, 2017	-	(2,554,938)	(2,554,938)
Balance at December 31, 2017	2,554,938	14,356,260	16,911,198
Balance at January 1, 2018	2,554,938	14,356,260	16,911,198
Total comprehensive income for the three months	-	3,650,127	3,650,127
Balance at March 31, 2018	2,554,938	18,006,387	20,561,325

20 Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Consolidated Condensed Interim Cash Flow Statement (Unaudited)

for the 1st quarter ended March 31, 2018

Not	te	March 31, 2018	Rs '000 March 31, 2017
Cash flows from operating activities			
Cash receipts from customers Cash paid to Government for Federal excise duty, Sales tax and other levies		31,816,766	22,022,816
Cash paid to suppliers, employees and others Finance cost paid		(19,648,934) (6,328,872) (8,008)	(11,140,853) (6,899,015) (9,141)
Income tax paid Other cash receipts		(848,313) 12,019	(1,045,353) 8,787
		4,994,658	2,937,241
Cash flows from investing activities			
Additions in property, plant and equipment Proceeds from disposal of property, plant and equipm Finance income received	nent	(151,372) 53,744 123,150	(74,628) 190,067 19,962
		25,522	135,401
Cash flows from financing activities			
Dividends paid Finance lease payments		(12,447) (46,764)	(6,785) (47,174)
		(59,211)	(53,959)
Increase in cash and cash equivalents		4,960,969	3,018,683
Cash and cash equivalents at January 1		7,153,970	1,031,888
Cash and cash equivalents at March 31		12,114,939	4,050,571
Cash and cash equivalents comprise:			
Cash and bank balances 14 Short term investment Short term running finance		920,727 11,194,212 -	366,848 3,699,997 (16,274)
		12,114,939	4,050,571

2 D Syed Javed Igbal

MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

# Selected notes to the Consolidated Condensed Interim Financial Statements (Unaudited)

for the 1st guarter ended March 31, 2018

#### 1. Legal status and operations

Pakistan Tobacco Company Limited (the Company) is a public listed company incorporated in Pakistan on 18 November 1947 under the Companies Act, 1913 (now the Companies Act, 2017) and its shares are quoted on the Pakistan Stock Exchange. The Company is a subsidiary of the British American Tobacco (Investments) Limited, United Kingdom, whereas its ultimate parent company is British American Tobacco p.l.c, United Kingdom. The Company is engaged in the manufacture and sale of cigarettes.

The registered office of the Group is situated at Serena Business Complex, Khayaban-e-Suharwardy, Islamabad.

Phoenix (Private) Limited (PPL) is a private limited company incorporated on March 9, 1992 in Azad Jammu and Kashmir under the Companies Ordinance, 1984. The registered office of PPL is situated at Bun Khurma, Chichian Road, Mirpur, Azad Jamu and Kashmir. The object for which the PPL has been incorporated is to operate and manage an industrial undertaking in Azad Jammu and Kashmir to deal in Tobacco products. PPL is dormant and has not commenced its commercial operations.

For the purpose of these consolidated financial statements, the Company and its wholly owned subsidiary PPL is referred to as the Group.

#### 2. Statement of compliance

These consolidated condensed interim financial statements have been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting.

These consolidated condensed interim financial statements should be read in conjunction with the Group's latest annual financial statements as at and for the year ended December 31, 2017 ('last annual financial statements'). These consolidated condensed interim financial statements do not include all of the information required for a complete set of financial statements prepared in accordance with the International Financial Reporting Standards. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since the last annual financial statements.

Comparative condensed interim balance sheet is extracted from annual financial statements as of December 31, 2017 whereas comparative condensed interim profit and loss account. condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim cash flow statement are extracted from unaudited consolidated condensed interim financial statements of the Group for the three months ended March 31, 2017.

#### 3. Basis of preparation

These consolidated condensed interim financial statements are unaudited and are being submitted to the members of the Group as required under Section 237 of the Companies Act 2017, and the listing regulations of the Pakistan Stock Exchange.

#### 4. Use of judgements and estimates

In preparing these consolidated condensed interim financial statements, management has made 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.

## Selected notes to the Consolidated Condensed Interim Financial Statements (Unaudited) for the 1st guarter ended March 31, 2018

The significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty including measurement of fair values were the same as those that applied to the separate financial statements as at and for the year ended December 31, 2017.

When measuring the fair value of an asset or a liability, the Group uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

Level 1: guoted prices (unadjusted) in active markets for identical assets or liabilities.

- Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

#### 5. Significant accounting policies

The accounting policies and the methods of computation adopted in the preparation of these consolidated condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended December 31, 2017.

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		Jan - March 2018	Rs 000 Jan - March 2017
6.	Cost of sales		
	Raw materials consumed		
	Opening stock of raw materials and work in process Raw material purchases	13,137,236	12,449,905
	and expenses	4,339,348	1,812,899
	Closing stock of raw materials and work in process	(12,050,893)	(11,076,691)
		5,425,691	3,186,113
	Excise duty, Customs duty and tobacco development cess	370,392	101,813
	Royalty	128,944	134,595
	Production overheads	848,383	723,869
	Cost of goods manufactured	6,773,410	4,146,390
	Cost of finished goods:		
	Opening stock Closing stock	1,336,318 (1,774,358)	1,189,201 (1,794,021)
		(438,040)	(604,820)
		6,335,370	3,541,570
7.	Other operating expenses		
	Severence payments to workers Workers' Profit Participation Fund Workers' Welfare Fund Bank charges and fees Foreign exchange loss Interest paid to Workers' Profit Participation Fund	279,735 106,619 7,845 77,808	618,639 100,271 40,108 7,577 36,719 11,732
		472,007	815,046

# Selected notes to the Consolidated Condensed Interim Financial Statements (Unaudited)

for the 1st quarter ended March 31, 2018

		Jan - March 2018	Rs 000 Jan -March 2017
8.	Other income		
	Income from services to associated companies: -BAT Bangladesh Co. Ltd. -Internal liabilities written back	3,928 11,478	-
	Gain on disposal of property, plant and equipment Others	8,625 345	2,311 378
		24,376	2,689

#### 9. Finance income

This includes profit from placement with banks in saving account and treasury bills earned under interest arrangement. The interest rates range between 3.75% and 6.00% (three months ended March 31, 2017 : 3.75% and 5.90%) per annum and is received on maturity.

#### 10. Income tax expense

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The applicable income tax rate for the period is 30%.

		March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
11.	Property, plant and equipment		
	Operating fixed assets - note 11.1 Capital work in progress -note 11.2	7,984,886 572,719	8,174,609 481,253
		8,557,605	8,655,862
11.1	Operating fixed assets		
	Carrying amount at January 01 Additions during the three months / year Owned Assets	8,174,609	8,286,265
	Building Plant and machinery Vehicles	- 43,868	64,328 747,226 683
	Office and household equipment Furniture and fittings	4,435	171,617 6,500
	Leased Assets Vehicles	11,604	244,157
		59,907	1,234,511
	Disposals during the three months/year (net book value):		(15.252)
	Building Plant and machinery	(25,516)	(15,252) (164,723)
	Vehicles	(19,552)	(51,911)
	Office and household equipment	(50)	(1,586)
	Furniture and fittings	-	(353)
	Depreciation charge for the three months / year	(45,118) (204,512)	(233,825) (1,112,342)
	Net book amount	7,984,886	8,174,609

## Selected notes to the Consolidated Condensed Interim Financial Statements (Unaudited) for the 1st guarter ended March 31, 2018

11.1.1 During the three months ended March 31, 2018, the Company acquired assets, including transfers from capital work in progress, with a cost of Rs 59,907 thousand (three months ended March 31, 2017: Rs. 166,604 thousand). Operating fixed assets having net book value of Rs. 45,118 thousand were disposed off during three months ended March 31, 2018 (three months ended March 31, 2017: Rs. 187,756 thousand). Depreciation charge for three months ended March 31, 2018 was Rs. 204,512 thousand (three months ended March 31, 2017: Rs. 187,756 thousand).

	March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
11.2 Capital work in progress		
Carrying amount as at the beginning of the period Additions during the three months/year	481,253 91,466	368,218 417,633
Transferred to operating fixed assets	572,719	785,851 (304,598)
Carrying amount as at end of the period	572,719	481,253

#### 12. Loans and advances

These include non interest bearing advances to employees of Rs  $\,$  49,484 thousand (December 31, 2017 : Rs 41,953 thousand )

#### 13. Other receivables

These include following balances due from related parties:

	(1	March 31, 2018 Jnaudited)	Rs 000 December 31, 2017 (Audited)	
	Holding company / associated companies Employees' retirement benefit plans	2,543 872,658	52,145 765,618	
14.	Cash and bank balances			
	Cash at banks -Deposit accounts -Current accounts - note 14.1	8,560 910,367	9,460 379,278	
	Cash in hand	918,927 1,800	388,738 1,390	
		920,727	390,128	

14.1 These include balances of Rs 101,708 thousand (December 31, 2017 : Rs 96,741 thousand) held in foreign currency accounts.

# Selected notes to the Consolidated Condensed Interim Financial Statements (Unaudited)

for the 1st quarter ended March 31, 2018

		March 31, 2018 (Unaudited)	Rs 000 December 31, 2017 (Audited)
15.	Trade and other payables		
	These include following balances due to related parties:		
	Holding company / associated companies Employees' retirement benefit plans	1,795,206 181,362	1,593,422 147,071

#### 16. Finance lease obligation

This represents finance lease agreements entered into with a leasing company for vehicles. Total lease rentals due under various lease agreements aggregate to Rs 390,430 thousand (December 31, 2017: Rs 425,295 thousand) and are payable in equal monthly instalments latest by December 2022. Taxes, repairs, replacement and insurance costs are to be borne by the Company. Financing rates of 7.61% to 7.82% (December 31, 2017: 7.30% to 7.40%) per annum have been used as discounting factor.

#### 17. Short term running finance secured

Short term finance facilities available under mark-up arrangements with banks amount to Rs 6,500 million (2017: Rs 6,500 million), out of which the amount unavailed at the period end was Rs 6,500 million (2017: Rs 6,500 million). These facilities are secured by hypothecation of stock-in-trade. The mark-up ranges between 6.40% and 6.75% (2017: 6.34% and 6.54%) per annum and is payable quarterly. The facilities are renewable on annual basis.

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		(1	March 31, 2018 Jnaudited)	Rs 000 December 31, 2017 (Audited)
19.	Cor	ntingencies and commitments		
19.1	Cor	ntingencies		
(	Clai	ms and guarantees		
	(i)	Claims against the Company not acknowledged as debt	72,474	72,474
	(ii)	Guarantees issued by banks on behalf of the Company	274,451	276,051
19.2	Cor	nmitments		
(	(i)	Capital expenditure commitments outstanding	412,177	-
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		March	March 31, 2018 (Unaudited)	audited)	Decen	December 31, 2017 (Audited)	Audited)
	Note	Loans and	Other	Total	Loans and	Other	Total
		receivables	financial		receivables	financial	
			liabilities			liabilities	
			Rs '000			Rs '000	
Financial assets measured at fair value			ı	'			
Financial assets not measured at fair value							
Deposits		25,799		25,799	25,465		25,465
Trade debts		1,968		1,968	2,636		2,636
Other receivables	13	926,125		926,125	948,975		948,975
Short-term investment		11,194,212		11,194,212	6,763,842		6,763,842
Cash and bank balances	14	920,727		920,727	390,128	'	390,128
		13,068,831		13,068,831	8,131,046	ı	8,131,046
Financial liabilities measured at fair value				'	ı	•	
Financial liabilities not measured at fair value							
Trade and other payables	15		(6,715,272)	(6,715,272)		(6,624,300)	(6,624,300)
Finance lease obligation	16		(390,430)	(390,430)		(425,295)	(425,295)
Accrued interest / mark-up			(3,171)	(3,171)		(3,414)	(3,414)
		I	(7,108,873)	(7,108,873)		(7,053,009)	(7,053,009)

The Company has not disclosed the fair values of financial assets and financial liabilities as these are for short-term or reprice over short-term. Therefore, the carrying amounts are reasonable approximation of their values.

# 20.2 Financial risk management

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Remuneration of key management personnel	143,164	140,691

#### 22. Corresponding figures

Corresponding figures have been amended, where needed, as a result of application of International Financial Reporting Standard 15 "Revenue from Contracts with Customers".

#### 23. Date of authorisation

These consolidated condensed interim financial statements have been authorised for issue by the Board of Directors of the Company on April 27, 2018.

Syed Javed Iqbal MD & Chief Executive Officer

Wael Sabra Chief Financial Officer & Director

## www.ptc.com.pk



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