CONTENTS

Corporate Information .......................... 02
Directors' Report .................................. 03
Condensed Interim Statement of Financial Position .................................. 07
Condensed Interim Profit and Loss Account .................................. 08
Condensed Interim Statement of Comprehensive Income .................................. 09
Condensed Interim Cash Flow Statement .................................. 10
Condensed Interim Statement of Changes in Equity .................................. 11
Notes to the Condensed Interim Financial Statement .................................. 12
CORPORATE INFORMATION

BOARD OF DIRECTORS
CHAIRMAN
Muhammad Arsalan Siddiqui
Khalid Ahmed Farid
Syed Danish Hussain Shah
Abdullah Saleh
Anam Parekh
Syed Jawaid Iqbal
Sheikh Adil Hussain

MEMBERS

AUDIT COMMITTEE
CHAIRMAN
Syed Jawaid Iqbal

MEMBERS
Muhammad Arsalan Siddiqui
Abdullah Saleh

HEAD OF INTERNAL AUDIT
Saad Un Nabi Khan

HUMAN RESOURCE & REMUNERATION COMMITTEE
CHAIRMAN
Sheikh Adil Hussain

MEMBERS
Khalid Ahmed Farid
Muhammad Arsalan Siddiqui

CHIEF EXECUTIVE OFFICER
Khalid Ahmed Farid

CHIEF FINANCIAL OFFICER
Syed Irshad Hassan

COMPANY SECRETARY & SECRETARY TO THE AUDIT COMMITTEE
Moosa Haroon

AUDITORS
Deloitte Yousuf Adil, Chartered Accountants

LEGAL ADVISORS
Surridge & Beecheno

BANKERS
Citibank, N.A.
Standard Chartered Bank

SHARE REGISTRAR
FAMCO Associates (Pvt) Ltd.
Management Consultants,
8-F, Next to Hotel Faran, Nursery, Block-6,
P.E.C.H.S. Shahra-e-Faisal, Karachi
Tel: + (92 21) 34380101-2

REGISTERED OFFICE
11th Floor, The Harbour Front, Dolmen City,
HC-3, Block-4, Abdul Sattar Edhi Avenue,
Clifton, Karachi - 75600, Pakistan.
Tel: + (92 21) 3520 5088
Fax: + (92 21) 3529 6150
Web: www.gillettepakistan.com
DIRECTORS REPORT
For the Nine Months Period Ended March 31, 2020

On behalf of the Board of Directors of Gillette Pakistan Limited (‘the Company’), we are pleased to present the un-audited financial statements of the Company for the nine months ended March 31, 2020. The summary of the financial results are as follows:

<table>
<thead>
<tr>
<th></th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue from contract with customers</strong></td>
<td>PKR in '000'</td>
<td>1,533,346</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>PKR in '000'</td>
<td>589,112</td>
</tr>
<tr>
<td><strong>GP %</strong></td>
<td>%</td>
<td>38.4%</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>PKR in '000'</td>
<td>380,580</td>
</tr>
<tr>
<td><strong>Profit before tax %</strong></td>
<td>%</td>
<td>24.82%</td>
</tr>
<tr>
<td><strong>Profit after tax</strong></td>
<td>PKR in '000'</td>
<td>274,399</td>
</tr>
<tr>
<td><strong>Profit after tax %</strong></td>
<td>%</td>
<td>17.89%</td>
</tr>
<tr>
<td><strong>Earnings per share</strong></td>
<td>PKR</td>
<td>14.29</td>
</tr>
</tbody>
</table>

For the nine months ended, the Company has delivered strong results with revenue increasing by 10% vs year ago. This is behind a combination of a smart pricing and improved sales mix. Focus on building business with higher distribution and better in-store strategies reflect in the above as well. Despite macroeconomic headwinds on applicable duties and devaluation of the local currency, the Company has been able to grow profit before tax to 25% vs 9% year ago.

The management has also placed efforts in reducing overall marketing spend pool of the Company by way of optimization without impacting business growth. Moving forward we expect the business to continue achieving growth ahead of market behind focus on all lineups coupled with high levels of distribution behind coverage expansion.

However, the management foresees challenges ahead at behest of the ongoing COVID-19 situation in the country and across the borders. Our supplier is also indicating purchase price increases given the increased cost of doing business during these difficult circumstances which is likely to impact future profitability. Further, uncertainty on local macro-economic fronts may hinder growth. Though, the Company is taking up automation strategies and business continuity plans to counter the risk on imports and distributions which have been effective.

The structure of the Board and Committees:

**Board of Directors:**

- M Arsalan Siddiqui, Chairman
- Khalid Ahmed Farid, CEO
- Syed Danish Hussain Shah, Director
- Abdullah Saleh, Director
- Anam Parekh, Director
- Syed Jawaid Iqbal, Independent Director
- Sheikh Adil Hussain, Independent Director
On behalf of the Board of Directors, we would like to express appreciation to our Shareholders for their absolute confidence, our valued Customers for their un-paralleled reliance in Company’s illustrious product line and the Regulators and other stakeholders for their understanding and support. We would, accordingly, put on thanks to the Board of Directors for their contribution, the management and employees for their persistent and untiring commitment, arduous work and co-operation throughout the year.

On behalf of the Board,

KHALID AHMED FARID
Chief Executive Officer

M ARSALAN SIDDIQUI
Director

April 27, 2020
Karachi
<table>
<thead>
<tr>
<th></th>
<th>MARCH 31, 2020</th>
<th>MARCH 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PKR in '000</strong></td>
<td><strong>%</strong></td>
<td><strong>%</strong></td>
</tr>
<tr>
<td><strong>PKR</strong></td>
<td>1,389,790</td>
<td>406,644</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>29.3%</td>
<td>9.49%</td>
</tr>
<tr>
<td><strong>PKR</strong></td>
<td>131,898</td>
<td>71,538</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>29.3%</td>
<td>5.15%</td>
</tr>
<tr>
<td><strong>PKR</strong></td>
<td>1,533,346</td>
<td>598,112</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>38.4%</td>
<td>25.02%</td>
</tr>
<tr>
<td><strong>PKR</strong></td>
<td>380,580</td>
<td>274,399</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>25.02%</td>
<td>20.32%</td>
</tr>
<tr>
<td><strong>PKR</strong></td>
<td>274,399</td>
<td>143,912</td>
</tr>
<tr>
<td><strong>%</strong></td>
<td>14.29%</td>
<td>14.29%</td>
</tr>
</tbody>
</table>

*March 31, 2020 - March 31, 2019*

*For the Nine Month Period Ended*
### Gillette Pakistan Limited

#### Condensed Interim Statement of Financial Position

As At March 31, 2020

<table>
<thead>
<tr>
<th>Category</th>
<th>March 31, 2020 (Unaudited)</th>
<th>June 30, 2019 (Audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Right of use asset</td>
<td>37,522</td>
<td></td>
</tr>
<tr>
<td>Long-term deposits</td>
<td>616</td>
<td>616</td>
</tr>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-in-trade</td>
<td>423,697</td>
<td>326,792</td>
</tr>
<tr>
<td>Trade debts</td>
<td>331,139</td>
<td>156,356</td>
</tr>
<tr>
<td>Trade deposits</td>
<td>15,548</td>
<td>9,493</td>
</tr>
<tr>
<td>Other receivables</td>
<td>301,189</td>
<td>81,130</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>607,247</td>
<td>557,312</td>
</tr>
<tr>
<td>Sales tax refundable</td>
<td></td>
<td>-27,192</td>
</tr>
<tr>
<td>Taxation - net</td>
<td></td>
<td>-25,479</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>49,604</td>
<td>5,625</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>1,766,562</td>
<td>1,189,995</td>
</tr>
<tr>
<td><strong>EQUITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share capital and reserves</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Authorised capital</td>
<td>200,000</td>
<td>200,000</td>
</tr>
<tr>
<td>Issued, subscribed and paid-up</td>
<td>192,000</td>
<td>192,000</td>
</tr>
<tr>
<td>Unappropriated profit</td>
<td>657,113</td>
<td>449,914</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td>849,113</td>
<td>641,914</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lease liability</td>
<td>35,555</td>
<td></td>
</tr>
<tr>
<td>Deferred liability - gratuity</td>
<td>14,249</td>
<td>11,572</td>
</tr>
<tr>
<td>Current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>635,799</td>
<td>449,186</td>
</tr>
<tr>
<td>Contract liabilities</td>
<td>184,995</td>
<td>82,943</td>
</tr>
<tr>
<td>Current portion of finance lease</td>
<td>8,364</td>
<td></td>
</tr>
<tr>
<td>Income tax payable</td>
<td>11,597</td>
<td></td>
</tr>
<tr>
<td>Sales tax payable</td>
<td>13,121</td>
<td></td>
</tr>
<tr>
<td>Unclaimed dividend</td>
<td>13,769</td>
<td>4,380</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>1,766,562</td>
<td>1,189,995</td>
</tr>
</tbody>
</table>

**Contingencies and commitments**

The annexed notes 1 to 13 form an integral part of these financial statements.

**KHALID AHMED FARID**
Chief Executive Officer

**SYED IRHAD HASSAN**
Chief Financial Officer

**SHEIKH ADIL HUSSAIN**
Director

---

Note: The annexed notes 1 to 13 form an integral part of these financial statements.

---

Khalid Ahmed Farid
Chief Executive Officer

Sheikh Adil Hussain
Director

27 July 2020
## Condensed Interim Statement of Financial Position

As At March 31, 2020

<table>
<thead>
<tr>
<th>Note</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Unaudited)</td>
<td>(Audited)</td>
</tr>
<tr>
<td>--------</td>
<td>---------------</td>
<td>---------------</td>
</tr>
<tr>
<td></td>
<td>(Rupees in '000)</td>
<td></td>
</tr>
</tbody>
</table>

### ASSETS

#### Non-current assets

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Right of use asset</td>
<td>37,522</td>
<td>-</td>
</tr>
<tr>
<td>Long-term deposits</td>
<td>616</td>
<td>616</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td><strong>38,138</strong></td>
<td><strong>616</strong></td>
</tr>
</tbody>
</table>

#### Current assets

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock-in-trade</td>
<td>423,697</td>
<td>326,792</td>
</tr>
<tr>
<td>Trade debts</td>
<td>331,139</td>
<td>156,356</td>
</tr>
<tr>
<td>Trade deposits</td>
<td>15,548</td>
<td>9,493</td>
</tr>
<tr>
<td>Other receivables</td>
<td>301,189</td>
<td>81,130</td>
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<td>-</td>
<td>27,192</td>
</tr>
<tr>
<td>Taxation - net</td>
<td>-</td>
<td>25,479</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>49,604</td>
<td>5,625</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>1,728,424</strong></td>
<td><strong>1,189,379</strong></td>
</tr>
</tbody>
</table>

**Total assets**

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,766,562</td>
<td>1,189,995</td>
</tr>
</tbody>
</table>

### EQUITY

#### Share capital and reserves

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Authorised capital</td>
<td>200,000</td>
<td>200,000</td>
</tr>
<tr>
<td>Issued, subscribed and paid-up capital</td>
<td>192,000</td>
<td>192,000</td>
</tr>
<tr>
<td>Unappropriated profit</td>
<td>657,113</td>
<td>449,914</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td><strong>849,113</strong></td>
<td><strong>641,914</strong></td>
</tr>
</tbody>
</table>

### LIABILITIES

#### Non-current liabilities

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease liability</td>
<td>35,555</td>
<td>-</td>
</tr>
<tr>
<td>Deferred liability - gratuity scheme</td>
<td>14,249</td>
<td>11,572</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td><strong>49,804</strong></td>
<td><strong>11,572</strong></td>
</tr>
</tbody>
</table>

#### Current liabilities

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade and other payables</td>
<td>635,799</td>
<td>449,186</td>
</tr>
<tr>
<td>Contract liabilities</td>
<td>184,995</td>
<td>82,943</td>
</tr>
<tr>
<td>Current portion of finance lease liability</td>
<td>8,364</td>
<td>-</td>
</tr>
<tr>
<td>Income tax payable</td>
<td>11,597</td>
<td>-</td>
</tr>
<tr>
<td>Sales tax payable</td>
<td>13,121</td>
<td>-</td>
</tr>
<tr>
<td>Unclaimed dividend</td>
<td>13,769</td>
<td>4,380</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>867,645</strong></td>
<td><strong>536,509</strong></td>
</tr>
</tbody>
</table>

**Total equity and liabilities**

<table>
<thead>
<tr>
<th>Item</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,766,562</td>
<td>1,189,995</td>
</tr>
</tbody>
</table>

### Contingencies and commitments

7

The annexed notes 1 to 13 form an integral part of these financial statements.

KHALID AHMED FARID  
Chief Executive Officer

SYED IRHAD HASSAN  
Chief Financial Officer

SHEIKH ADIL HUSSAIN  
Director
### Condensed Interim Profit and Loss Account - (Unaudited)

**For the Quarter and Nine Months Period Ended March 31, 2020**

<table>
<thead>
<tr>
<th></th>
<th>For the nine months period ended</th>
<th>For the Quarter ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>March 31, 2020</td>
<td>March 31, 2019</td>
</tr>
<tr>
<td></td>
<td></td>
<td>March 31, 2020</td>
</tr>
<tr>
<td></td>
<td>(Rupees in ‘000)</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue from contract with customers</strong></td>
<td>1,533,346</td>
<td>548,771</td>
</tr>
<tr>
<td><strong>Cost of goods sold</strong></td>
<td>(944,234)</td>
<td>(342,047)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>589,112</td>
<td>206,724</td>
</tr>
<tr>
<td><strong>Selling, marketing and distribution expenses</strong></td>
<td>(205,574)</td>
<td>(73,444)</td>
</tr>
<tr>
<td><strong>Administrative expenses</strong></td>
<td>(41,343)</td>
<td>(26,979)</td>
</tr>
<tr>
<td><strong>Other operating expenses</strong></td>
<td>(4,932)</td>
<td>(5,132)</td>
</tr>
<tr>
<td><strong>Interest expense</strong></td>
<td>(3,854)</td>
<td>(1,746)</td>
</tr>
<tr>
<td><strong>Bank charges</strong></td>
<td>(142)</td>
<td>(36)</td>
</tr>
<tr>
<td><strong>(255,845)</strong></td>
<td>(292,600)</td>
<td>(107,337)</td>
</tr>
<tr>
<td><strong>Other income</strong></td>
<td>47,313</td>
<td>17,854</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>380,580</td>
<td>131,898</td>
</tr>
<tr>
<td><strong>Income tax expense</strong></td>
<td>(106,181)</td>
<td>(21,440)</td>
</tr>
<tr>
<td><strong>Profit after tax</strong></td>
<td>274,399</td>
<td>71,538</td>
</tr>
<tr>
<td><strong>Earnings per share - basic and diluted</strong></td>
<td>14.29</td>
<td>3.73</td>
</tr>
</tbody>
</table>

The annexed notes 1 to 13 form an integral part of these financial statements.
## Condensed Interim Statement of Comprehensive Income - (Unaudited)

For the Quarter and Nine Months Period Ended March 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>For the nine months period ended</th>
<th>For the Quarter ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>March 31, 2020</td>
<td>March 31, 2019</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>274,399</td>
<td>71,538</td>
</tr>
<tr>
<td>Other comprehensive income for the period</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Items that may be reclassified subsequently to profit and loss account</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Remeasurement of post retirement benefit obligations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total items that will not be reclassified to profit and loss account</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total comprehensive income for the period</td>
<td>274,399</td>
<td>71,538</td>
</tr>
</tbody>
</table>

The annexed notes 1 to 13 form an integral part of these financial statements.
Condensed Interim Cash Flow Statement - (Unaudited)
For the Nine Months Period Ended March 31, 2020

<table>
<thead>
<tr>
<th>Note</th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Rupees in '000)</td>
<td></td>
</tr>
</tbody>
</table>

CASH FLOWS FROM OPERATING ACTIVITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operations</td>
<td>183,027</td>
<td>585,524</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>(69,104)</td>
<td>(61,934)</td>
</tr>
<tr>
<td>Finance cost paid</td>
<td>(3,854)</td>
<td>(7,454)</td>
</tr>
<tr>
<td>Defined benefits paid - net</td>
<td>-</td>
<td>26,876</td>
</tr>
</tbody>
</table>

Net cash used in from operating activities 110,069 543,012

CASH FLOWS FROM INVESTING ACTIVITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest income received</td>
<td>47,975</td>
<td>15,389</td>
</tr>
</tbody>
</table>

Net cash generated from investing activities 47,975 15,389

CASH FLOWS FROM FINANCING ACTIVITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principle repayment</td>
<td>(6,318)</td>
<td>-</td>
</tr>
<tr>
<td>Dividend paid</td>
<td>(57,812)</td>
<td>(20,740)</td>
</tr>
</tbody>
</table>

Net cash used in financing activities (64,130) (20,740)

Net decrease in cash and cash equivalents 93,914 537,661

Cash and cash equivalents at the beginning of the period 562,937 (143,682)

Cash and cash equivalents at the end of the period 656,851 393,979

The annexed notes 1 to 13 form an integral part of these financial statements.
### Condensed Interim Statement of Changes in Equity - (Unaudited)

For the Nine Months Period Ended March 31, 2020

<table>
<thead>
<tr>
<th></th>
<th>Issued, subscribed and paid-up capital</th>
<th>Unappropriated profit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Balance as at June 30, 2018</td>
<td>192,000</td>
<td>340,350</td>
<td>532,350</td>
</tr>
<tr>
<td>Impact of change in accounting policy</td>
<td>-</td>
<td>(31,291)</td>
<td>(31,291)</td>
</tr>
<tr>
<td>Balance as at June 30, 2018 restated</td>
<td>192,000</td>
<td>309,059</td>
<td>501,059</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>71,538</td>
<td>71,538</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total comprehensive income for the period ended</td>
<td>-</td>
<td>71,538</td>
<td>71,538</td>
</tr>
<tr>
<td>Interim dividend @ Rs. 1.25 per share for the year</td>
<td>-</td>
<td>(24,000)</td>
<td>(24,000)</td>
</tr>
<tr>
<td>Balance as at March 31, 2019</td>
<td>192,000</td>
<td>356,597</td>
<td>548,597</td>
</tr>
<tr>
<td>Balance as at June 30, 2019</td>
<td>192,000</td>
<td>449,914</td>
<td>641,914</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>274,399</td>
<td>274,399</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>(67,200)</td>
<td>(67,200)</td>
</tr>
<tr>
<td>Total comprehensive income for the period</td>
<td>-</td>
<td>207,199</td>
<td>207,199</td>
</tr>
<tr>
<td>Balance as at March 31, 2020</td>
<td>192,000</td>
<td>657,113</td>
<td>849,113</td>
</tr>
</tbody>
</table>

The annexed notes 1 to 13 form an integral part of these financial statements.
For the Nine Months Period Ended March 31, 2020

Notes to the Condensed Interim Financial Statements - (Unaudited)

1. STATUS AND NATURE OF BUSINESS

1.1 Gillette Pakistan Limited ("the Company") was incorporated on December 9, 1986 as a public limited company under the repealed Companies Ordinance, 1984 (now Companies Act 2017) and is a subsidiary of The Series Acquisition B.V. Netherlands (which is a wholly owned subsidiary of The P&G Company, USA). The registered office of the Company is situated at 11th Floor, Harbour Front, Dolmen City, HC-3, Block-4, Marine Drive, Clifton, Karachi-75600 and the Company is listed on Karachi and Lahore Stock Exchanges. The principal activities of the Company include marketing and selling of blades and razors.

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

2. BASIS OF PREPARATION

2.1 This condensed interim financial information of the Company for the quarter ended March 31, 2020 have been prepared in accordance with the requirements of the International Accounting Standard 34 ‘Interim Financial Reporting’ and the provisions of and directives issued under the Companies Act, 2017. In case where the requirements differ, the provisions of and directives issued under the Companies Act, 2017 shall prevail. This condensed interim financial information does not include all information required for annual financial statements and should be read in conjunction with the annual financial statements of the Company for the year ended June 30, 2019.

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 the annual audited financial statements of the Company for the year ended June 30, 2019 except for the IFRS 16 ‘Leases’ where:

The Company has adopted IFRS 16 retrospectively from July 1, 2019, but has not restated comparatives for the 2019 reporting period, as premised under the specific transitional provisions in the standard. The impact of adoption of this standard is therefore recognized in the opening statement of financial position on July 1, 2019.

4 SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of condensed interim financial information in conformity with approved accounting standards as applicable in Pakistan requires management to make estimates, assumptions and use of judgements that affects the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revision to accounting estimates are recognised prospectively commencing from the period of revision.

In preparing this condensed interim financial information, the significant judgements made by the management in applying the Company's accounting policies and the key source of estimation and uncertainty were the same as those applied to the financial statements as at and for the year ended June 30, 2019.
For the Nine Months Period Ended March 31, 2020

Notes to the Condensed Interim Financial Statements - (Unaudited)

5 FINANCIAL RISK MANAGEMENT

The Company’s financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2019.

6 STOCK IN TRADE

Stock-in-trade includes goods costing Rs. 44.999 million (June 30, 2019: Nil) written down by Rs. 4.813 million (June 30, 2019: Rs. Nil) to net realizable value amounting to Rs. 40.146 million (June 30, 2019: Nil).

7 CONTINGENCIES AND COMMITMENTS

The status of the contingencies and commitments which are reported in note 16 to the annual financial statements of the Company for the year ended June 30, 2019 have not changed materially except for the operating leases which are now removed from the commitments after adoption of IRFR 16 'Leases'.

8 CASH FLOWS FROM OPERATIONS

<table>
<thead>
<tr>
<th>Note</th>
<th>March 31, 2020 (Unaudited)</th>
<th>June 30, 2019 (Audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rupees in '000</td>
<td>Rupees in '000</td>
</tr>
<tr>
<td>Profit before taxation</td>
<td>380,580</td>
<td>131,898</td>
</tr>
<tr>
<td>Adjustment for non-cash charges and other items:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock-in-trade written down to net realizable value</td>
<td>6</td>
<td>4,813</td>
</tr>
<tr>
<td>Stock written off</td>
<td>6,095</td>
<td>4,512</td>
</tr>
<tr>
<td>Provision for slow moving stock-in-trade</td>
<td>161</td>
<td>93</td>
</tr>
<tr>
<td>Provision for post retirement benefits</td>
<td>901</td>
<td>(1,168)</td>
</tr>
<tr>
<td>Provision for Transport and warehousing</td>
<td>13,610</td>
<td>-</td>
</tr>
<tr>
<td>Depreciation on right of use asset</td>
<td>7,917</td>
<td>-</td>
</tr>
<tr>
<td>Interest income on term deposits and saving accounts</td>
<td>(47,975)</td>
<td>(15,758)</td>
</tr>
<tr>
<td>Finance cost</td>
<td>3,854</td>
<td>7,454</td>
</tr>
<tr>
<td>Working capital changes</td>
<td>(186,929)</td>
<td>391,347</td>
</tr>
<tr>
<td></td>
<td><strong>183,027</strong></td>
<td><strong>522,010</strong></td>
</tr>
</tbody>
</table>

8.1 WORKING CAPITAL CHANGES

<table>
<thead>
<tr>
<th>(Increase) / decrease in current assets:</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock-in-trade</td>
<td>(86,720)</td>
<td>91,108</td>
</tr>
<tr>
<td>Trade debts</td>
<td>(174,783)</td>
<td>(8,412)</td>
</tr>
<tr>
<td>Loans and advances</td>
<td>-</td>
<td>899</td>
</tr>
<tr>
<td>Trade deposits</td>
<td>(6,055)</td>
<td>(7,562)</td>
</tr>
<tr>
<td>Sales tax refundable</td>
<td>40,313</td>
<td>30,960</td>
</tr>
<tr>
<td>Other receivables</td>
<td>(214,241)</td>
<td>12,198</td>
</tr>
<tr>
<td></td>
<td>(441,486)</td>
<td>119,191</td>
</tr>
<tr>
<td>Increase in current liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>152,505</td>
<td>272,156</td>
</tr>
<tr>
<td>Contract liabilities</td>
<td>102,052</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>(186,929)</td>
<td>391,347</td>
</tr>
</tbody>
</table>
9 CASH AND CASH EQUIVALENTS

<table>
<thead>
<tr>
<th>Description</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and bank balances</td>
<td>49,604</td>
<td>5,625</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>607,247</td>
<td>557,312</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>656,851</strong></td>
<td><strong>562,937</strong></td>
</tr>
</tbody>
</table>

10 TRANSACTIONS WITH RELATED PARTIES

The related parties comprise the holding company (The Series Acquisition B.V., Netherlands), the ultimate parent company (The Procter & Gamble Company, USA), related group companies, companies in which directors are interested, staff retirement benefit plans, key management personnel and close member of the family of all the aforementioned related parties. The Company carries out transactions with various related parties at agreed terms. Significant transactions with related parties are as follows:

<table>
<thead>
<tr>
<th>Name</th>
<th>Relationship with the Company</th>
<th>Nature of transaction</th>
<th>March 31, 2020</th>
<th>March 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procter and Gamble International Operations</td>
<td>Associate</td>
<td>Purchases of finished goods</td>
<td>934,793</td>
<td>723,234</td>
</tr>
<tr>
<td>Procter and Gamble Pakistan (Private) Limited.</td>
<td>Associate</td>
<td>Services received</td>
<td>51,563</td>
<td>57,345</td>
</tr>
<tr>
<td>Procter and Gamble International Operations SA ROHQ</td>
<td>Associate</td>
<td>Services received</td>
<td>6,956</td>
<td>4,185</td>
</tr>
<tr>
<td>Procter and Gamble Pakistan (Private) Limited.</td>
<td>Associate</td>
<td>Services rendered</td>
<td>36,288</td>
<td>15,695</td>
</tr>
<tr>
<td>Gillette Pakistan Provident Fund</td>
<td>Retirement benefit plan</td>
<td>Contribution to provident fund</td>
<td>1,196</td>
<td>1,524</td>
</tr>
<tr>
<td>Gillette Pakistan Pension Fund</td>
<td>Retirement benefit plan</td>
<td>Expense from pension fund</td>
<td>(537)</td>
<td>(2,703)</td>
</tr>
<tr>
<td>Key Management Personnel</td>
<td>Salaries and benefits</td>
<td></td>
<td>19,743</td>
<td>19,396</td>
</tr>
</tbody>
</table>
10.1 Amounts due from / (due to) related parties are shown as under:

<table>
<thead>
<tr>
<th>Name</th>
<th>Relationship with the Company</th>
<th>March 31, 2020</th>
<th>June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procter and Gamble International Operations</td>
<td>Associate</td>
<td>(509,859)</td>
<td>(235,245)</td>
</tr>
<tr>
<td>Procter and Gamble Pakistan (Private) Ltd.</td>
<td>Associate</td>
<td>(11,416)</td>
<td>(23,684)</td>
</tr>
<tr>
<td>Procter and Gamble International Operations SA ROHQ</td>
<td>Associate</td>
<td>(16,134)</td>
<td>(9,848)</td>
</tr>
<tr>
<td>Series Acquisition BV</td>
<td>Associate</td>
<td>(12,011)</td>
<td>(3,161)</td>
</tr>
<tr>
<td>Gillette Pakistan Provident Fund Retirement plan</td>
<td>Retirement benefit plan</td>
<td>5,282</td>
<td>4,924</td>
</tr>
</tbody>
</table>

11 EVENTS AFTER THE BALANCE SHEET DATE

During the period, the Coronavirus disease (COVID-19) was declared as pandemic on March 11, 2020. The Company is observing developments related to COVID-19 and evaluating the extent to which this may affect Company’s operations in the short and long term. With high level of uncertainty surrounding the situation and potential additional initiatives by authorities, it is very difficult to predict the full financial impact that said situation may have on the Company.

However, management has been addressing the challenges posed by COVID-19 through strong business-continuity-plan and streamlining the processes automations to ensure its imports and distribution continue uninterrupted. The Company is currently continuing its operation without any material disruption and are not foreseeing any material interruption at the moment.

12 DATE AUTHORIZED FOR ISSUE

These financial statements have been approved by the Board of Directors of the Company and authorized for issue on April 27, 2020.

13 GENERAL

Figures have been rounded off to the nearest thousand rupee.

KHALID AHMED FARID  
Chief Executive Officer

SYED IRHAD HASSAN  
Chief Financial Officer

SHEIKH ADIL HUSSAIN  
Director