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COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Rashid Abdulla Mr Arshad Anis Mr. Munis Abdullah Mr Avaz Abdulla

Mr Asad Abdulla Mr. Zubair Razzak Palwala Mr. Hasan Tario Khan

AUDIT COMMITTEE

Mr. Hasan Tario Khan Mr. Zubair Razzak Palwala Mr Avaz Abdulla

HUMAN RESOURCE & REMUNERATION COMMITTEE

Mr. Hasan Tario Khan Mr. Zubair Razzak Palwala

Mr Avaz Abdulla

CHIEF FINANCIAL OFFICER

Mr. Shariq Ahmed

COMPANY SECRETARY

Mr. Saad Lakhani

INTERNAL AUDITORS

Grant Thornton Anium Rahman. Charted Accountants

EXTERNAL AUDITORS

A.F. Ferguson & Company, Chartered Accountants

LEGAL ADVISOR

Saleem & Khan Law Associates

BANKERS

Habib Bank Limited Standard Chartered Bank (Pakistan) Limited Silkbank Limited Meezan Bank Limited

Al Baraka Bank Limited

Habib Metropolitan Bank Limited

REGISTERED OFFICE

8th Floor, NIC Building, Abbasi Shaheed Road, Karachi-75530 Tel: 35683944-6, 35675111-7,

Fax: 35635530, 35682772

SHARE REGISTRAR

Central Depository Company of Pakistan Limited CDC House, 99-B, Block-B, SMCHS

Shahra-e-Faisal, Karachi - 74400

WFBSITE

www.ubrands.biz

Chairman

Chief Executive Officer Non-Executive Director Non-Executive Director Non-Executive Director Non-Executive Director

Indepedent Director

Chairman Memher

Memher

Chairman

Member Memher

DIRECTORS' REPORT

TO THE SHAREHOLDERS OF THE COMPANY

The Board of Directors of United Brands Limited are pleased to present the Directors' Report together with the condensed interim financial information (unaudited) of the Company for the guarter ended September 30, 2018. This condensed financial information (unaudited) is prepared in accordance with Section 227 of the Companies Act. 2017.

Principal Activities

United Brands Limited is engaged in distribution of fast moving consumer goods and allied products. The portfolio includes baby range, chocolates, confectionaries, flavored milk, dairy products, sweetener, beverages, cereals, deodorants, cosmetics and other similar products. We strive to be the best with an aim of serving as industry benchmark.

Summary and Comparison of Financial Performance for the Period

	Quarter ended	
	September 30, 2018	September 30, 2017
	Rupe	es '000
Revenue	1,169,061	808,228
Gross profit	295,137	222,936
Gross profit (% of revenue)	25.2%	27.6%
Profit from Operations	77,615	80,437
Profit after taxation	6,439	37,892

FINANCIAL OVERVIEW

The Company has shown decline in terms of overall profitability as compared to same period last year. Revenue has increased by Rs. 361 million that is 45% increase as compared to same period last year.

The main reason for the increase is sales of Johnson & Johnson which has increased by Rs. 96 million. Another reason for the increase is sale of shifted business line DuPont for complete period. Further during the year, four new businesses were added that contributed Rs. 86 million. These new business lines are:

S. No.	Business Lines	Date of Launch
1.	Haleeb	Feb-18
2.	Murree Brewery	Apr-18
3.	Belgian Chocolate	Apr-18
4.	Gandour	May-18

During the period, the Company also engaged in new business avenue pertaining to warehousing and transportation. This business further added PKR 67 million in net revenue during the year.

Gross profit as a percentage of revenue has declined by 2.4% for the current period as compared to the comparative period due to change in sales mix. Total expenses have increased by Rs. 75 million due to addition and transfer of business lines. Finance cost has increased by Rs. 12 million on account of borrowings to accommodate cash margin requirement and increase in rates of financial charges.

The above charges have together resulted in decreasing the bottom line by Rs. 31 million against September'17 quarter, which has subsequently reduced the net profit margin from 4.7% to 0.6%.

EARNINGS PER SHARE

Earnings per share for the quarter ended September 30, 2018 are Rs. 0.07 (September 2017: Rs. 0.82).

FUTURE OUTLOOK

The management of UB is confident of significant growth in the coming years. We are optimistic that the Company will recover from the current decline in profitability as we are focused on enhancing and improving our current business and tapping new opportunities. The whole organization is evolving to a new level and is going through significant changes to improve its functions and enhance productivity in each area of operation.

We are confident that we can generate increased value for our shareholders as well as deliver better products and services to our customers.

We also take this opportunity to thank our employees for their continued contribution in the achievement of Company's results.

ACKNOWLEDGMENT

The Directors would like to express their gratitude to the customers, principals, employees and other stakeholders for their continued support, encouragement and place on record the appreciation of the valuable services rendered by the employees of the Company.

Karachi.

Date: October 26, 2018

Arshad Anis Chief Executive Officer

Zubair Razzak Palwala Director

ہم اس موقع پر اپنے ملاز مین کاشکریدادا کرنا جا ہیں گے جنہوں نے کمپنی کے ان نتائج کے حصول میں مستقل طور پر اپنی بھریور کا وشیں جاری رھیں ۔

اعتراف

ڈائر کیٹرزاینے صارفین، پرسپلز، ملاز مین اور دیگراسٹیک ہولڈرز کاان کے مستقل تعاون اور حوصلدافز ائی پران کاشکریپہ ادا کرتے ہیں اور کمپنی کے ملاز مین کی جانب سے انجام دی گئی قابل فند رخد مات پر انہیں خراج تحسین پیش کرتے ہیں۔

> Junethin. ز بيررزاق يال والا ڈ ائریکٹر

Framete. ارشدانيس چف ایگزیکٹوآ فیسر

۲۷ اکتوبر ۱۰۱۸ء

متعارف کرانے کی تاریخ	برنس لائن	تمبرشار
فروری۔ 2018	حليب	1
اپریل۔ 2018	مری بر بورے	2
اپریل۔ 2018	مبلجيين جإكليث	3
مئی۔ 2018	گندور (Gandour)	4

اس مدت کے دوران کمپنی وئیر ہاؤسٹگ اورٹرانسپورٹیشن سے متعلق نئی کاروباری راہیں تلاش کرنے میں بھی مصروف عمل رہی ۔ کاروبار نے سال کے دوران رپو نیومیں یا ک رویے 67 ملین رویے کااضافہ کیا۔

مجموعی منافع جات بطور آمدنی کی فیصدی شرح رواں مدت کے لئے سیز کس میں تبدیلی کے باعث گزشتہ سال کی اسی مدت کے مقابلے میں 2.4 سم ہوگیا۔ مجموعی اخراجات 75 ملین روپے تک بڑھ گئے جس کی وجہ بزنس لائنز میں اضافہ اور نتقلی تھا۔ فیا اور نتقلی تھا۔ فیا اور مالیا تی اصراف کی شرحوں میں اضافہ تھا۔ قرضہ جات اور مالیا تی اصراف کی شرحوں میں اضافہ تھا۔

. ندکورہ بالا چار جز کے باعث مخیل سطح پر تمبر 17 کی سہ ماہی کے مقابلے میں 31 ملین روپے تک کی کمی آئی جس کے متیجے میں خالص منافع کی شرح %4.7 ہے کم ہوکر %0.6 ہوگئی۔

آ مدنی فی شیئر

۳۰ تتمبر ۲۰۱۸ ء کوختم ہونے والی سہ ماہی کیلئے آمدنی فی شیئر کہ ء * روپے رہی۔ (ستمبر کا ۲۰: ۲ ۸ء * روپے)

مستقبل برايك نظر

یونا یکٹر برانڈز کی انتظامیہ آنے والے برسوں میں نمایاں ترقی اور بہتری کے لیے پراعتاد ہے۔ ہم پُرامید ہیں کہ پینی منافع جات میں حالیہ کی کو پورا کرلے گی کیونکہ ہم اپنے موجودہ کاروبار میں توسیع اور بہتری لانے کے ساتھ ساتھ نئے کاروباری مواقع بھی تلاش کرنے پر بھر پور توجہ دے رہے ہیں۔ پورا اوارہ ایک نئی سطح پر کام کررہا ہے اور نمایاں تبدیلیوں کے ذریعے ترقی بہتری لانے پڑمل پیراہے تا کہ کارکردگی بہتر بنانے کے ساتھ آپریش کے ہر شعبے میں پیداواری صلاحیہ کو بڑھایا جا سکے۔

ہم پُراعتاد ہیں کہ ہم نہ صرف شیئر ہولڈرز کیلئے منافع جات میں اضافہ کرسکیں گے بلکہ اپنے صارفین کو بہترین مصنوعات اور خدمات کی فراہمی میں بھی کامیاب ہیں گے۔

ڈائر یکٹرز کی رپورٹ برائے کمپنی کے شیئر ہولڈرز

یونا پیٹٹر برانڈ زلمیٹٹر کے بورڈ آف ڈائر بیٹر زبمسر ت•۳۳مبر ۲۰۱۸ءکوختم ہونے والی سہ ماہی کے لئے کمپنی مے مجموعی عُبوری مالیاتی حسامات (غیرآ ڈٹ شدہ) کے ساتھ ڈائر یکٹرز کی رپورٹ پیش کررہے ہیں۔ مجموعی مالیاتی حسابات (غیرآ ڈٹشدہ) کمپنیزا یکٹے کا ۲۰۱ء کے سیشن ۲۲۷ کے مطابق تیار کئے گئے ہیں۔

بنیادی سرگرمیاں

یونا پیٹٹر برانڈزلمیٹڈ تیزی سے فروخت ہونے والی اشیاء (FMCG) اور منسلکہ مصنوعات کی تقسیم میں مصروف عمل ہے۔ ان پورٹ فولیو میں بچوں کا سِامان ، چاکلیٹس ، تفلیشنر یز ، فلیورڈ ملک ، ڈیری مصنوعات ، مٹھائیاں ، بیور بجز ، و لَيْحَ ، خُوشْبُوجات ، كَاسْمِيْكُسْ اور ديكر ملتى جلتى اشياء شامل بين - ہم اس صنعت كے سركردہ ادارے كى حيثيت سے بہترین خد مات کے مقصد کواولیت دیتے ہیں۔

سه ما بى كىلئے مالياتى كاركردگى كاجائز ه اورتقابل:

فنتمه سه ما ہی	f .
30 ستمبر	30 ستمبر
2017	2018
ویے، ہزاروں میں)))

	•	
آمدنی	1,169,061	808,228
مجموع منافع	295,137	222,936
مجموعی منافع (آمدنی کافیصدی)	25.2%	27.6%
آ پریٹنگ منافع	77,615	80,437
منافع بعداز فيكس	6,439	37,892

مالياتي جائزه

تھمپنی نے گزشتہ سال کی اسی مدت کے مقابلے میں مجموعی منافع جات کے شمن میں کمی ظاہر کی۔ ربونیو بڑھ کر 361 ملین رویے ہوگیا جوگزشتہ سال کی اسی مدت کے مقالبے میں %45زائد ہے۔

اضافے کی بنیادی وجہ جانسن اینڈ جانسن کی سیکز میں اضافہ ہے جس میں 96 ملین رویے کا اضافہ ہوا۔اضافے کے لیےا بک اور وجہ مکمل مدت کے لیے منتقل کر دہ برنس لائن ڈیو یونٹ (DuPont) کی فروخت ہے۔مزید برآں سال کے دوران حیار نئے کاروباروں کو بھی شامل کیا گیا جنہوں نے آمدنی میں 86 ملین رویے کی شراکت کی۔ یہ نئی كاروبارى لائنز درج ذيل ہن:

Condensed Interim Statement of Financial Position

As at September 30, 2018

ASSETS	Note	Unaudited September 30, 2018 Rupee	Audited June 30, 2018 es '000
Non-current assets Equipments Intangible assets Investments in subsidiary Long term deposits		4,838 777 25,000 114 30,729	4,523 699 25,000 114 30,336
Current assets Inventories Trade and other receivables Prepayments and advances Current tax asset Tax refunds due from Government - sales tax Cash and bank balances Total assets	4 5	1,017,690 714,872 763,863 58,939 18,040 65,743 2,639,147 2,669,876	970,112 678,446 687,853 53,150 28,658 175,515 2,593,734 2,624,070
EQUITY AND LIABILITIES			
Equity Share capital Accumulated loss		918,000 (35,020) 882,980	918,000 (41,459) 876,541
Liabilities			
Current liabilities Trade and other payables Unclaimed dividend Short term financing Total liabilities		783,490 568 1,002,838 1,786,896 1,786,896	941,827 591 805,111 1,747,529 1,747,529
COMMITMENTS	8	-	-
Total equity and liabilities		2,669,876	2,624,070

The annexed notes 1 to 11 form an integral part of these condensed interim financial statements.

Arshad Anis Chief Executive Officer Zubair Razzak Palwala Director

Condensed Interim Statement of Profit or Loss and other Comprehensive Income - (Unaudited)

For The Quarter Ended September 30, 2018

Revenue

Cost of sales and services

Note	2018	2017
	Rupe	es '000
6	1,169,061 (873,924)	808,228 (585,292)
	295,137 (167,344)	222,936 (126,202)
	(35,400)	(120,202)
	(14,778)	(2,662)

Quarter ended September 30, September 30,

(167,344) (35,400) (14,778)	222,936 (126,202) (13,635) (2,662)
77,615 (23,741)	80,437 (11,403)
53,874 (47,435) 6,439	69,034 (31,142) 37,892
-	-
6,439	37,892
0.07	0.82
	(35,400) (14,778) 77,615 (23,741) 53,874 (47,435) 6,439

The annexed notes 1 to 11 form an integral part of these condensed interim financial statements.

Arshad Anis Chief Executive Officer Zubair Razzak Palwala Director

Condensed Interim Statement of Cash Flows -(Unaudited)

For The Quarter Ended September 30, 2018

		Quarte	r ended
	Note	September 30, 2018	September 30, 2017
		Rupe	es '000
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash used in operations Income tax paid Finance cost paid Net cash outflow from operating activities	7	(229,838) (53,224) (23,741) (306,803)	(169,455) (39,398) (6,265) (215,118)
CASH FLOWS FROM INVESTING ACTIVITIES			
Payment for acquisition of equipment Payment for acquisition of intangibles Payment for long-term deposits Net cash outflow from investing activities		(594) (102) - (696)	(235) (22) - (257)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from short term financing Net cash inflow from financing activities		197,727 197,727	218,947 218,947
Net (decrease) / increase in cash and cash equivalents		(109,772)	3,572
Cash and cash equivalents at the beginning of the period		175,515	47,283
Cash and cash equivalents at the end of the period		65,743	50,855

The annexed notes 1 to 11 form an integral part of these condensed interim financial statements.

Arshad Anis Chief Executive Officer Zubair Razzak Palwala Director

Condensed Interim Statement of Changes In Equity - (Unaudited)

For The Quarter Ended September 30, 2018

	Share Capital - Issued, subscribed and paid up capital	Accumulated Loss	Total Equity
		Rupees '000	
Balance as at July 1, 2017	108,000	(6,845)	101,155
Total comprehensive income for the quarter	-	37,892	37,892
Balance at September 30, 2017	108,000	31,047	139,047
Balance as at July 1, 2018	918,000	(41,459)	876,541
Total comprehensive income	-	6,439	6,439
Balance at September 30, 2018	918,000	(35,020)	882,980

The annexed notes 1 to 11 form an integral part of these condensed interim financial statements.

Arshad Anis Chief Executive Officer Zubair Razzak Palwala Director

For The Quarter Ended September 30, 2018

THE COMPANY AND ITS OPERATIONS 1

The Company was incorporated in Pakistan on March 13, 1965 as Batlay Match Industries Limited under the repealed Company Act, 1913. The company was renamed as UDL Industries Limited on March 16, 1987 under the Companies Ordinance, 1984. The Company was again renamed as United Brands Limited, a public limited company on April 5, 2006 under the Companies Ordinance, 1984. The shares of the Company are quoted on the Pakistan Stock Exchange. The registered office of the Company is situated at 8th Floor, NIC Building, Abbasi Shaheed Road, Karachi.

The Company is a subsidiary of International Brands Limited, which is the Company's ultimate parent also.

The principal activities of the Company are trading and distribution of consumer goods and allied products.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES 2.

2.1 Basis of preparation

These condensed interim financial statements of the Company for the guarter ended September 30, 2018 has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34, 'Interim Financial Reporting' and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

These condensed interim financial statements do not include all of the information and disclosures required for annual financial statements, and should be read in conjunction with the financial statement of the Company for the year ended June 30, 2018. These condensed interim financial statements are unaudited.

2.2 Accounting policies

The accounting policies adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of annual financial statements of the Company for the year ended June 30, 2018.

ACCOUNTING ESTIMATES AND JUDGMENTS 3.

The preparation of condensed interim financial statements require management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts. Actual results may differ from these judgments, estimates and assumptions.

However, management believes that the change in outcome of judgments, estimates and assumptions would not have a material impact on the amounts disclosed in these condensed interim financial statements.

Estimates and judgments made by the management in the preparation of these condensed interim financial statements are the same as those that were applied to the audited annual financial statements of the Company as at and for the year ended June 30, 2018.

For The Quarter Ended September 30, 2018

		Unaudited September 30, 2018	Audited June 30, 2018
4.	INVENTORIES	Rupees '000	
	Stock in Hand Less: Provision	1,032,988 (15,299) 1,017,689	989,165 (19,053) 970,112
5.	PREPAYMENTS AND ADVANCES		
	Prepayments - note 5.1 Advances - note 5.2	102,487 661,376 763,863	81,559 606,294 687,853
5.1	Prepayments		
	Rent - Deposit - Prepaid Insurance Others - note 5.1.1	1,011 3,509 1,928 96,039 102,487	811 2,396 18 78,264 81,489

This represents amount paid to Red Bull Asia FZE in respect of Marketing Contribution as per 5.1.1 the terms of the agreement. Such amount is amortised as the related products are distributed.

5.2 Advances

Employees	1,978	1,205
Advance against letter of credit - note 5.2.1	538,083	531,317
Others - note 5.2.2	121,315	73,772
	661,376	606,294

- This represents advances paid as 100% margin as per the BPRD circular No. 02 of 2017 5.2.1 issued by SBP under the Banking Companies Ordinance, 1962 for the import of goods.
- This amount represents advances given to clearing agents, shipping companies and 5.2.3 regulatory authorities.

For The Quarter Ended September 30, 2018

		Unaudited September 30, 2018	Unaudited September 30, 2017
		Rupe	es '000
6.	REVENUE		
	Gross Sales Service Income Less:	1,279,009 67,131	865,647 -
	Trade Discounts Sales Return Net Sales	(142,536) (34,543) 1,169,061	(45,564) (11,855) 808,228
7.	CASH USED IN OPERATIONS		
	Profit before Income tax	53,874	69,034
	Adjustment for non-cash charges and other items Depreciation Finance cost	280 23,741 24,021 77,895	98 11,403 11,501 80,535
	Effect on cash flow due to working capital changes (Increase) / decrease in current assets: Inventories Trade and other receivables Prepayments and advances Tax refunds due from government - sales tax Increase in trade and other payables Cash used in operations	(47,578) (36,426) (76,010) 10,618 (149,396) (158,337) (229,838)	(97,180) (77,807) (170,468) (4,568) (350,023) 100,033 (169,455)

8. COMMITMENTS

The facilities for opening letter of credit and guarantees as at September 30, 2018 amounted to Rs. 1,202 million (June 30, 2018: Rs. 715 million) and Rs. 233 million (June 30, 2018: Rs. 233 million) respectively. The amount remaining unutilised as at September 30, 2018 for letter of credit and guarantees was Rs. 737 million (June 30, 2018: Rs. 269 million) and Rs. 60 million (June 30, 2018: Rs. 58 million) respectively.

The facilities are secured by way of pari passu charge against hypothecation of Company's stocks and receivables.

For The Quarter Ended September 30, 2018

RELATED PARTY TRANSACTIONS 9

The following transactions were carried out with related parties during the period:

Nature of relationship	Nature of transactions	Note	September 30, 2018	September 30, 2017
			Rupe	es '000
Holding company	- Corporate Service Charges		3,000	600
Associated companies	Shared expensesSale of goods	9.1	56,662 1,184	21,281 1,731

The Company has an agreement with IBL Operations (Private) Limited regarding sharing of 9.1 expenses relating to sales and administrative infrastructure.

10. CORRESPONDING FIGURES

Corresponding figures have been re-arranged and re-classified wherever necessary to facilitate comparison. Further due to revision in Fourth Schedule to the Companies Act, 2017, following required changes have been made:

- Trade and other receivables which were previously classified separately on the face of statement of financial position have now been classified "Trade and other receivables".
- Short term prepayments and advances which were previously classified separately on the face of statement of financial position have now been classified "Prepayment and Advances".
- Unclaimed dividend which was previously classified under trade and other payables has been separately disclosed as unclaimed dividend on the face of the statement of financial position.
- Accrued mark-up which were previously classified separately on the face of statement of financial position have now been classified under trade and other payables.

DATE OF AUTHORISATION FOR ISSUE 11.

These condensed interim financial statements were approved and authorized for issue by the Board of Directors of the Company on October 26, 2018.

Arshad Anis Chief Executive Officer Zubair Razzak Palwala Director

Statement of the Subsidiary Company

For The Quarter Ended September 30, 2018

United Brands Limited (the Company) has recently engaged in Logistics business with one of the leading bottlers company of Pakistan through its wholly owned subsidiary (IBL LOGISTICS (PRIVATE) LIMITED' (the subsidiary Company) incorporated in April 2018. The operations of the subsidiary Company have not started vet and are expected to begin from second guarter of Fiscal Year 2018-2019. The Company has requested for relaxation from consolidation of Financial Statement from Securities and Exchange Commission of Pakistan, however the Company will provide detailed Financial Statements of the subsidiary Company upon request. The request can be sent at our registered office i.e. 8th Floor, NICL Building, Abbasi Shaheed Road, Karachi, and a copy shall be provided for inspection to members free of cost.

Following are the Financial Highlights of the Subsidiary Company

FINANCIAL HIGHLIGHTS

	Quarter ended September 30, 2018
Operational Results:	Amount in '000
Other Income Taxation Profit / (Loss) after Taxation	211 (61) 150
	Unaudited As at September 30, 2018
Balance Sheet:	Amount in '000
Shareholders' Equity	25,172
Non-Current Liabilities	-
Current Liabilities	42
Non-Current Assets	-
Current Assets	25,214



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