



Philip Morris  
(Pakistan) Limited

# Transforming for a **sustainable future**

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022 (Un-audited)







# Table of Contents

Company Information	02
Directors' Report (English)	03
Directors' Report (Urdu)	05
Independent Auditor's Review Report	07
Condensed Interim Statement of Financial Position	08
Condensed Interim Statement of Profit or Loss and Other Comprehensive Income	09
Condensed Interim Statement of Changes in Equity	10
Condensed Interim Statement of Cash Flow	11
Notes to the Condensed Interim Financial Statements	12

# Company Information

## BOARD OF DIRECTORS

KAMRAN Y. MIRZA  
ROMAN YAZBECK  
MUHAMMAD ZEESHAN  
PATTARAPORN AUTTAPHON  
PETER CALON  
MIRZA REHAN BAIG  
JUNAID IQBAL

(Chairman)  
(Chief Executive)

## COMPANY SECRETARY

SANA ENAIT HASHMI

## AUDIT COMMITTEE

MIRZA REHAN BAIG  
PETER CALON  
PATTARAPORN AUTTAPHON  
SANA ENAIT HASHMI

(Chairman)

(Secretary)

## HUMAN RESOURCE & REMUNERATION COMMITTEE

KAMRAN Y. MIRZA  
ROMAN YAZBECK  
PETER CALON  
MIRELA SPAGOVIC

(Chairman)

(Secretary)

## AUDITORS

A. F. FERGUSON & CO.  
Chartered Accountants

## BANKERS

UNITED BANK LIMITED  
STANDARD CHARTERED BANK PAKISTAN LIMITED  
MCB BANK LIMITED  
HABIB BANK LIMITED  
CITI BANK N.A.  
DEUTSCHE BANK A.G.  
FAYSAL BANK LIMITED

## REGISTERED OFFICE

19TH FLOOR, THE HARBOUR FRONT,  
DOLMEN CITY, HC-3, BLOCK-4,  
CLIFTON, KARACHI-75600

## FACTORIES

1. G.T ROAD, QUADIRABAD, DISTRICT: SAHIWAL (PUNJAB)
2. LEAF DIVISION COMPLEX, 22ND KM, MARDAN SWABI ROAD, MARDAN (KPK)

## SHARE REGISTRAR

CENTRAL DEPOSITORY COMPANY OF  
PAKISTAN (CDC)  
CDC HOUSE, 99-B, BLOCK-B, S.M.C.H.S.,  
MAIN SHAHRAH-E-FAISAL, KARACHI -74400

Website : [www.philipmorrispakistan.com.pk](http://www.philipmorrispakistan.com.pk)  
Email : [pmprk.info@pmi](mailto:pmprk.info@pmi)

# Director Report

Pakistan's economy is going through an unprecedented economic downturn due to the global and local economic crisis coupled with the political instability in the Country. The annual inflation rate in the Country rose to 21.3% in Jun'22, the highest since Dec'08. The Sensitive Price Indicator (SPI), reflecting essential commodities, according to the Pakistan Bureau of Statistics (PBS) latest data, shows a year-on-year increase of 38%. Considering the deteriorating external liquidity position and the mandatory loan obligations, the Pak Rupee (PKR) recorded a historic low of PKR 228/\$, compared to PKR 180/\$ at the beginning of the current political crisis in Apr'22 registering a devaluation of approximately 26% in this period.

Track & Trace System for tobacco products has been implemented effective July 01, 2022, and tobacco products without affixation of tax stamps are no longer allowed to be removed from a production site, factory premises, or manufacturing plant. Tobacco products manufactured/ produced in AJK and erstwhile FATA/PATA shall also not be allowed to be entered into Pakistan's territory without affixation of tax stamps. We, at Philip Morris (Pakistan) Limited, thank & congratulate the Government of Pakistan on the implementation of the Track & Trace System for the tobacco industry. Effective enforcement and across-the-board implementation is an absolute must for the success of this System and we are hopeful that this initiative will go a long way towards combatting illicit cigarette trade (i.e., 38% of the total market per Oxford Economics) which is causing an estimated annual loss of PKR 80 billion (approximately) to the National Exchequer.

During the period, the Federal Budget was presented and approved in Jun'22. Cigarette excise duty was increased for both tiers of locally manufactured cigarettes by 12.1% and 13.5% for value and premium cigarettes respectively. Further, the minimum price per pack of 20 cigarettes has been increased from PKR 62.70 per pack to PKR 70.10 per pack. Unfortunately, non-tax-paid cigarettes continue to sell below the minimum price which is in violation of the law). During the fiscal year ended June 30, 2022, the Company's contribution to the National Exchequer (July 21 to June 22) in the form of excise duty, sales tax, and other Government levies, stood at PKR 26,492 million reflecting an increase of 5.22% vs. the prior period.

During the quarter ended Jun 30, 2022, Net Turnover stood at PKR 4,821 million, reflecting the marginal increase of 0.8% vs. the same period last year (SPLY). The Company recorded a Profit before Tax of PKR 1,182 million for the quarter, reflecting a decline of 12.8% vs SPLY, driven by higher Distribution & Marketing Expenses due to the timing of spend (Q1'22 was lower due to the same reason). Further, the Company recorded a Profit after Tax of PKR 383 million for the quarter compared to a Profit after Tax of PKR 1,001 million vs. SPLY, this sharp decline was driven by higher expenses in the quarter and the recording of super tax charge, imposed at 10% during Jun'22 Finance Bill for the Financial Year ended Dec 31, 2021 (The tax Year 2022). For the six months ended June 30, 2022, the Company recorded a Net Turnover of PKR 10,166 million, reflecting an increase of 10.2% vs. SPLY, this includes Domestic Net Turnover of PKR 9,175 million, an increase of 1.5% vs. SPLY, coupled with Exports Turnover of PKR 991 million, an increase of over 100% vs. SPLY, reflecting the delayed exports at the end of 2021 on account of external supply chain constraints and were materialized in the first quarter of 2022. The Company recorded a Profit after Tax of PKR 1,533 million, a decline of 11% vs. SPLY driven by higher Taxation recording of super tax charge as mentioned above.

Economic & political uncertainty, unprecedented hikes in the policy rate, and unparalleled inflation are already putting huge pressure on businesses. Further increase in the excise rates on cigarettes will make the operating environment more challenging for the tax-paying industry. Despite all the challenges, the Management of the Company continues to be committed to improving the overall financial performance of the Company by utilizing global resources, pursuing strategic commercial plans, and bringing continuous improvements in product quality, process, and operational efficiency. Growing our gross margin and controlling the cost base will be the key objectives for managing the Company's profitability in a continuously challenging environment.

On behalf of the Board of Directors.



**KAMRAN Y. MIRZA**  
Chairman Board



**ROMAN YAZBECK**  
Chief Executive

Karachi, August 10, 2022

# ڈائریکٹرز رپورٹ

برائے سال ختم 30 جون 2022ء

پاکستان کی معیشت عالمی اور مقامی معاشی بحران کے ساتھ ساتھ ملک میں سیاسی عدم استحکام کی وجہ سے غیر معمولی معاشی بدحالی سے گزر رہی ہے۔ ملک میں سالانہ افراط زر کی شرح جون 2022 میں بڑھ کر 21.3 فی صد ہو گئی جو دسمبر 2008 کے بعد سب سے زیادہ ہے۔ پاکستان پیو آر آف اسٹیبلشمنٹس (PBS) کے تازہ ترین اعداد و شمار کے مطابق، حساس قیمت کا اشاریہ (SPI)، اشیائے ضروری کا عکاس ہے، سال بہ سال تقریباً 38 فی صد اضافہ ظاہر کرتا ہے۔ مزید برآں، روپیہ اب تک کی کم ترین سطح پر آگیا ہے جب کہ زرمبادلہ کے ذخائر بھی بڑی حد تک کم ہو چکے ہیں۔ بیرونی لیکویڈیٹی کی گہڑتی ہوئی حالت اور قرض کی لازمی ذمہ داریوں کو مد نظر رکھتے ہوئے، پاکستانی روپے (PKR) نے تاریخی کم ترین سطح ریکارڈ کی ہے یعنی 228 روپے/\$، اپریل 2022 میں موجودہ سیاسی بحران کے آغاز میں 180 روپے/\$ کے مقابلے میں اس عرصے کے اندر تقریباً 26 فی صد کمی ہوئی ہے۔

تंबا کو کی مصنوعات کے لیے کم جولائی 2022 سے ٹریک اینڈ ٹریس سسٹم کا نفاذ ہو چکا ہے، اور تمباکو کی مصنوعات کو ٹیکس اسٹامپ کے بغیر کسی پروڈکشن سائٹ، احاطے یا مینوفیکچرنگ پلانٹ سے بنانے کی اجازت نہیں ہے۔ آزادیتوں و کشمیر اور سابقہ فانا/پانا میں بنائی جانے والی تیار کی جانے والی تمباکو مصنوعات کو بھی ٹیکس اسٹامپ کے بغیر پاکستان کی حدود میں داخل ہونے کی اجازت نہیں ہوگی۔ ہم، فلپ مویرس (پاکستان) لمیٹڈ میں، تمباکو کی صنعت کے لیے ٹریک اینڈ ٹریس سسٹم کے نفاذ پر حکومت پاکستان کا شکریہ ادا کرتے ہیں۔ اس نظام کی کامیابی کے لیے مؤثر نفاذ اور مکمل عمل درآمد ناگزیر ہے اور ہم ہر امید ہیں کہ یہ اقدام سگریٹ کی غیر قانونی تجارت (آکسفرڈ اکناکس کے مطابق گول مارکیٹ کا 38 فی صد) سے نمٹنے کے لیے ایک طویل سفر طے کرے گا جس سے قومی خزانے کو ایک تخمینے کے مطابق 80 ارب روپے (تقریباً) کا نقصان ہو رہا ہے۔

اس عرصے کے دوران، جون 2022 میں وفاقی بجٹ پیش کیا گیا اور اس کی منظوری دی گئی۔ سگریٹ ایکسائز ڈیوٹی مقامی طور پر تیار کردہ سگریٹ کے دونوں درجوں کے لیے ویلیو اور پرمینیم سگریٹوں میں اضافہ بالترتیب 12.1 فی صد اور 13.5 فی صد کر دیا گیا۔ مزید برآں، 20 سگریٹوں والے فی پیک کی قیمت 62.70 روپے سے بڑھا کر 70.10 روپے فی پیک کر دی گئی ہے۔ بد قسمتی سے، ٹیکس ادا نہ کرنے والی غیر قانونی سگریٹیں کم از کم قیمت سے بھی کم قیمت میں فروخت ہوتی رہتی ہیں جو قانون کی خلاف ورزی ہے۔ 30 جون 2022 کو ختم ہونے والے مالی سال کے دوران، ایکسائز ڈیوٹی، ہیلتھ ٹیکس اور دیگر سرکاری محصولات کی صورت میں قومی خزانے میں کمپنی کی شراکت (21 جولائی تا 22 جون) 26,492 ملین روپے رہی جو سابقہ مدت کے مقابلے میں 5.22 فی صد اضافے کو ظاہر کرتی ہے۔

30 جون 2022 کو ختم ہونے والی سہ ماہی کے دوران، خالص ٹرن اوور 4,821 ملین روپے رہا جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 0.8 فی صد کے معمولی اضافے کا عکاس ہے۔ کمپنی نے اس سہ ماہی کے لیے 1,182 ملین روپے کا ٹیکس قبل از منافع ریکارڈ کیا جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 12.8 فی صد کی کوٹا پر کرتا ہے، جو خرچ کے وقت کے سبب زیادہ سٹری بیوٹن اور مارکیٹنگ کے اخراجات کی وجہ سے ہوا (Q1'22 اسی وجہ سے کم تھا)۔ اس کے علاوہ، کمپنی نے سہ ماہی کے لیے 383 ملین روپے کا بعد از ٹیکس منافع ریکارڈ کیا جب کہ مقابلہ گزشتہ سال کی اسی مدت (SPLY) کا بعد از ٹیکس منافع 1,001 ملین روپے تھا، سہ ماہی میں اس تیزی کے ساتھ یہ کی اخراجات میں اضافے اور سپرنٹنڈنٹ کی وجہ سے ہوئی، جو 31 دسمبر 2021 (ٹیکس کا سال 2022) کو ختم ہونے والے مالی سال کے لیے جون 2022 کے مالیاتی بل کے دوران 10 فی صد پر عائد کیا گیا۔ 30 جون 2022 کو ختم ہونے والی ششماہی کے لیے، کمپنی نے 10,166 ملین روپے کا خالص ٹرن اوور ریکارڈ کیا، جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 10.2 کے اضافے کی عکاسی کرتا ہے، اس میں 9,175 ملین روپے کا مقامی خالص ٹرن اوور شامل ہے، جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 1.5 فی صد زیادہ ہے، اس کے ساتھ 991 ملین روپے کی برآمدات کا ٹرن اوور جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 100 فی صد سے زیادہ ہے، بیرونی سپلائی چین کی رکاوٹوں کی وجہ سے 2021 میں تاخیر سے ہونے والی برآمدات کی عکاسی کرتا ہے اور جو 2022 کی پہلی سہ ماہی میں وقوع پذیر ہوا۔ کمپنی نے 1,533 ملین روپے کا بعد از ٹیکس منافع ریکارڈ کیا جو گزشتہ سال کی اسی مدت (SPLY) کے مقابلے میں 11 فی صد کم ہے جو سپرنٹنڈنٹ چارج کی زیادہ ٹیکس ریکارڈنگ کی وجہ سے ہوا جیسا کہ اوپر بیان ہوا ہے۔

اقتصادی اور غیر یقینی سیاسی صورت حال، پالیسی کی شرح میں بے مثال اضافہ اور ناقابل بیان مہنگائی پہلے ہی کاروباری اداروں پر بہت زیادہ دباؤ ڈال رہی ہے۔ سگرنیوں پر ایکسائز کی شرح میں مزید اضافہ ٹیکس ادا کرنے والی صنعت کے لیے آپریٹنگ ماحول کو مزید مشکل بنادے گا۔ تمام مشکلات کے باوجود، کمپنی کی انتظامیہ عالمی وسائل کو بروئے کار لاتے ہوئے، اسٹریٹجک تجارتی سرگرمیوں میں اضافہ کرتے ہوئے اور مصنوعات کے معیار، عمل اور آپریشنل کارکردگی میں مسلسل بہتری لاتے ہوئے کمپنی کی مجموعی مالی کارکردگی کو بہتر بنانے کے لیے پُر عزم ہے۔ ہمارے مجموعی مارجن کو بڑھانا اور لاگت کی بنیاد کو کنٹرول کرنا کمپنی کے منافع مسلسل چیلنج ماحول میں منظم کرنے کے کلیدی مقاصد ہوں گے۔

بورڈ آف ڈائریکٹرز کی جانب سے



رومن یازیک

چیف ایگزیکٹو



کامران والی - مرزا

چیئر مین بورڈ

کراچی، 10 اگست 2022



# INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Philip Morris (Pakistan) Limited

## Report on review of Interim Financial Statements

### Introduction

We have reviewed the accompanying condensed interim statement of financial position of Philip Morris (Pakistan) Limited as at June 30, 2022 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows and notes to the financial statements for the six months period then ended (here-in-after referred to as the "condensed interim financial statements"). Management is responsible for the preparation and presentation of these condensed interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these financial statements based on our review.

The figures of the condensed interim statement of profit or loss and other comprehensive income for the quarters ended June 30, 2022 and 2021 have not been reviewed, as we are required to review only the cumulative figures for the six months period ended June 30, 2022.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of condensed interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial statements are not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

The engagement partner on the review resulting in this independent auditor's report is Syed Muhammad Hasnain.

**A. F. Ferguson & Co.,**  
Chartered Accountants  
Karachi  
Date: August 12, 2022  
UDIN: RR2022100730qkRBCoMv

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION


AS AT JUNE 30, 2022

		June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
		(Rupees in thousand)	
<b>ASSETS</b>	<b>Note</b>		
<b>NON CURRENT ASSETS</b>			
<b>FIXED ASSETS</b>			
- Property, plant and equipment	5	5,176,200	5,350,514
- Right-of-use assets		296,071	181,307
- Intangibles		35,634	46,935
		<b>5,507,905</b>	<b>5,578,756</b>
Investment in a subsidiary company	6	1	1
Long term deposits		58,191	78,520
Deferred taxation		309,712	651,482
		<b>5,875,809</b>	<b>6,308,759</b>
<b>CURRENT ASSETS</b>			
Stores and spares - net		85,877	65,821
Stock in trade - net	7	5,248,904	5,869,601
Advances	8	145,790	136,972
Prepayments		21,887	59,756
Other receivables	9	734,107	292,739
Income tax - net		-	589,322
Staff retirement benefits		111,463	111,463
Short term investments	10	2,000,000	-
Cash and bank balances		8,624,726	7,991,843
Non-current assets held for disposal	11	-	-
<b>TOTAL CURRENT ASSETS</b>		<b>16,972,754</b>	<b>15,117,517</b>
<b>TOTAL ASSETS</b>		<b>22,848,563</b>	<b>21,426,276</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised capital		12,000,000	12,000,000
Issued, subscribed and paid-up capital			
- Ordinary shares		615,803	615,803
- Preference shares		10,464,000	10,464,000
		<b>11,079,803</b>	<b>11,079,803</b>
Transaction cost on issuance of preference shares - net of tax		(33,911)	(33,911)
		<b>11,045,892</b>	<b>11,045,892</b>
Reserves		3,823,713	2,325,580
<b>TOTAL EQUITY</b>		<b>14,869,605</b>	<b>13,371,472</b>
<b>NON-CURRENT LIABILITIES</b>			
Lease liabilities		252,712	134,142
<b>CURRENT LIABILITIES</b>			
Trade and other payables	12	6,210,912	6,310,239
Income tax - net		189,296	-
Current maturity of lease liabilities		52,484	121,866
Unclaimed dividend		36,966	37,029
Accrued mark-up on short borrowings		-	67
Sales tax and excise duty payable		1,236,588	1,451,461
<b>TOTAL CURRENT LIABILITIES</b>		<b>7,726,246</b>	<b>7,920,662</b>
<b>TOTAL LIABILITIES</b>		<b>7,978,958</b>	<b>8,054,804</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>22,848,563</b>	<b>21,426,276</b>
<b>CONTINGENCIES AND COMMITMENTS</b>	13		

The annexed notes from 1 to 24 form an integral part of these condensed interim financial statements.

  
Kamran Mirza  
Chairman / Director

  
Roman Yazbeck  
Chief Executive Officer

  
Muhammad Zeeshan  
Chief Financial Officer

# CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (UNAUDITED)

FOR THE QUARTER AND SIX MONTHS PERIOD ENDED JUNE 30, 2022

		Quarter Ended		Six months period ended	
	Note	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
------(Rupees in thousand)-----					
Turnover - net	14	4,820,781	4,784,234	10,165,998	9,224,025
Cost of sales	15	2,487,106	2,471,861	5,517,238	4,763,039
Gross profit		2,333,675	2,312,373	4,648,760	4,460,986
Distribution and marketing expenses		830,826	581,046	1,368,300	1,431,928
Administrative expenses		352,288	395,370	636,106	734,140
Other expenses	16	347,186	130,507	458,655	265,362
Other income	17	(398,432)	(165,336)	(634,881)	(418,596)
		1,131,868	941,587	1,828,180	2,012,834
		1,201,807	1,370,786	2,820,580	2,448,152
Finance cost and bank charges		19,332	15,388	34,959	34,548
Profit before taxation		1,182,475	1,355,398	2,785,621	2,413,604
Taxation charge	18	798,992	353,929	1,252,306	693,723
Profit after taxation		383,483	1,001,469	1,533,315	1,719,881
Other comprehensive income		-	-	-	-
Total comprehensive income for the year		383,483	1,001,469	1,533,315	1,719,881
------(Rupees)-----					
Earnings per share					
- Basic	19	6.23	16.26	24.90	27.93
- Diluted	19	4.76	13.89	19.03	23.86

The annexed notes from 1 to 24 form an integral part of these condensed interim financial statements.

  
Kamran Mirza  
Chairman / Director

  
Roman Yazbeck  
Chief Executive Officer

  
Muhammad Zeeshan  
Chief Financial Officer

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UNAUDITED)

## FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

Issued, subscribed and paid-up capital	Transaction cost on issuance of preference shares - net of tax	Reserves						Subtotal - Reserves	Total
		Reserve for share based payments	Capital Reserves	Remeasurement of staff retirement gratuity plan - net of tax	Subtotal Capital Reserves	General reserve	Revenue Reserves		
Ordinary shares	Preference shares						Accumulated loss / unappropriated profit	Subtotal Revenue Reserves	

(Rupees in thousand)

<b>Balance as at January 1, 2021</b>	615,803	10,464,000	(33,911)	17,663	(244,220)	(226,557)	3,328,327	(3,074,163)	254,164	27,607	11,073,499
Share based payments											
- expense	-	-	-	13,421	-	13,421	-	-	-	13,421	13,421
- recharge	-	-	-	(31,613)	-	(31,613)	-	-	-	(31,613)	(31,613)
	-	-	-	(18,192)	-	(18,192)	-	-	-	(18,192)	(18,192)

### Total comprehensive income

Profit after taxation for the six months

period ended June 30, 2021

Other comprehensive income

for the period

-	-	-	-	-	-	-	1,719,881	1,719,881	1,719,881	1,719,881
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	1,719,881	1,719,881	1,719,881	1,719,881

### Balance as at June 30, 2021

<b>Balance as at January 1, 2022</b>	615,803	10,464,000	(33,911)	23,182	(258,429)	(235,247)	3,328,327	(767,500)	2,560,827	2,325,580	13,371,472
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Share based payments

- expense	-	-	-	14,789	-	14,789	-	-	-	14,789	14,789
- recharge	-	-	-	(49,971)	-	(49,971)	-	-	-	(49,971)	(49,971)
	-	-	-	(35,182)	-	(35,182)	-	-	-	(35,182)	(35,182)

### Total comprehensive income

Profit after taxation for the six months

period ended June 30, 2022

Other comprehensive income for

the period

-	-	-	-	-	-	-	1,533,315	1,533,315	1,533,315	1,533,315
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	1,533,315	1,533,315	1,533,315	1,533,315

### Balance as at June 30, 2022

<b>Balance as at June 30, 2022</b>	615,803	10,464,000	(33,911)	(12,000)	(258,429)	(270,429)	3,328,327	765,815	4,094,142	3,823,713	14,869,605
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The annexed notes from 1 to 24 form an integral part of these condensed interim financial statements.

  
Kamran Mirza  
Chairman / Director

  
Roman Yazbeck  
Chief Executive Officer

  
Muhammad Zeeshan  
Chief Financial Officer

# CONDENSED INTERIM STATEMENT OF CASH FLOWS (UNAUDITED)

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

		Six months period ended	
	Note	June 30, 2022	June 30, 2021
		(Rupees in thousand)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	21	2,697,770	3,428,439
Staff retirement gratuity paid		(38,301)	(36,076)
Finance cost paid		(13,354)	(34,492)
Profit received on savings accounts and time deposit		477,702	197,601
Income taxes paid		(170,581)	(161,419)
Long term deposits		20,329	984
Net cash generated from operating activities		2,973,565	3,395,037
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Capital expenditure		(258,192)	(176,984)
Acquisition of intangibles		(1,152)	(5,089)
Proceeds from disposal of items of:			
Property, plant and equipment		53,574	77,376
Non-current assets held for disposal		-	78,106
Net cash used in investing activities		(205,770)	(26,591)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividend paid		(63)	(1,073,374)
Principal element of lease payments		(134,849)	(51,864)
Net cash paid for financing activities		(134,912)	(1,125,238)
Net increase in cash and cash equivalents during the period		2,632,883	2,243,208
Cash and cash equivalents at the beginning of the period		7,972,982	5,364,473
Cash and cash equivalents at the end of the period	22	10,605,865	7,607,681

The annexed notes from 1 to 24 form an integral part of these condensed interim financial statements.

  
Kamran Mirza  
Chairman / Director

  
Roman Yazbeck  
Chief Executive Officer

  
Muhammad Zeeshan  
Chief Financial Officer

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

## 1. THE COMPANY AND ITS OPERATIONS

Philip Morris (Pakistan) Limited (the Company) was incorporated in Pakistan on February 10, 1969 as a public limited company under the Companies Act, 1913 (now the Companies Act, 2017). The Company is listed on the Pakistan Stock Exchange. The principal activity of the Company is the manufacturing and sale of cigarettes and tobacco products. Its registered office is situated at 19th Floor, The Harbour Front, Dolmen City, HC - 3, Block 4, Clifton, Karachi, Pakistan.

## 2. STATEMENT OF COMPLIANCE AND SIGNIFICANT ACCOUNTING POLICIES

- 2.1 These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards applicable in Pakistan for interim financial reporting comprise of:

(a) International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act); and

(b) Provisions of and directives issued under the Act.

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

- 2.2 The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are consistent with those applied in the preparation of the Company's audited financial statements for the year ended December 31, 2021 (December 2021 financial statements), except relating to the matter stated in note 2.3 below.

- 2.3 Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual profit or loss.

- 2.4 New standards, amendments and interpretation to published accounting and reporting standards which became effective during the period ended June 30, 2022:

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

- 2.5 New standards and amendments to published accounting and reporting standards that are not yet effective:

There is a new standard and certain amendments to the accounting and reporting standards as applicable in Pakistan which will be effective for the Company for its accounting periods beginning on or after January 1, 2023. However this will not have any significant impact on the financial reporting of the Company and, therefore, has not been disclosed in these condensed interim financial statements.

## 3. BASIS OF PREPARATION

- 3.1 These condensed interim financial statements include the condensed interim statement of financial position as at June 30, 2022, the condensed interim statement of profit or loss and other comprehensive income, the condensed interim statement of changes in equity, the condensed interim statement of cash flows and notes thereto for the six months period then ended which have been subjected to a review and have not been audited. These condensed interim financial statements also include the condensed interim statement of profit or loss and other comprehensive income and notes thereto for the quarter ended June 30, 2022 which were not subjected to auditor's review.

- 3.2 The comparative statement of financial position presented in these condensed interim financial statements as at December 31, 2021 has been extracted from the December 2021 financial statements. The comparative statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the six months period ended June 30, 2021 have been extracted from the condensed interim financial statements of the Company for the six months period then ended, which were subjected to review but were not audited.

- 3.3 These interim financial statements should be read in conjunction with the December 2021 financial statements as these provide an update of previously reported information.

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

## 4. SIGNIFICANT ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

- 4.1 The preparation of these condensed interim financial statements in conformity with approved accounting and reporting standards for interim reporting requires the use of certain accounting estimates. It also requires management to exercise its judgments in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.
- 4.2 During the preparation of these condensed interim financial statements, significant judgments made by management in applying the Company's accounting policies and key sources of estimation were the same as those applied in the December 2021 financial statements.
- 4.3 The Company's financial risk management objectives and policies are consistent with those disclosed in the December 2021 financial statements.

	Note	June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
<b>5. PROPERTY, PLANT AND EQUIPMENT</b>		(Rupees in thousand)	
Operating property, plant and equipment	5.1 to 5.4	<b>4,703,815</b>	4,685,850
Capital work-in-progress (CWIP)	5.5	<b>472,385</b>	664,664
		<b>5,176,200</b>	<b>5,350,514</b>
5.1 Operating property, plant and equipment			
Book value at the beginning of the period / year		<b>4,685,850</b>	5,003,286
Transfers from CWIP during the period / year	5.2	<b>450,471</b>	641,527
		<b>5,136,321</b>	<b>5,644,813</b>
Disposals during the period / year - net book value	5.3	<b>(7,610)</b>	(64,715)
Write offs during the period / year - net book value		<b>(20,435)</b>	(1,278)
Depreciation charge during the period / year	5.4	<b>(404,461)</b>	(881,811)
Impairment during the period / year		<b>(432,506)</b>	(958,963)
		<b>4,703,815</b>	<b>4,685,850</b>

### Six months period ended

	June 30, 2022 (Un-audited)	June 30, 2021
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## 5.2 Transfers from CWIP during the period:

Buildings on freehold land	<b>37,200</b>	30,695
Plant and machinery	<b>308,498</b>	304,630
Furniture and fixtures	<b>3,846</b>	4,570
Office equipment	<b>6,641</b>	2,090
Vehicles	<b>24,770</b>	-
Power and other installations	<b>9,899</b>	15,949
Computer equipment	<b>59,617</b>	7,426
	<b>450,471</b>	<b>365,360</b>

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

		<b>Six months period ended</b>	
		<b>June 30, 2022</b>	June 30, 2021
		(Un-audited)	
		(Rupees in thousand)	
5.3	Disposals during the period - net book value		
	Freehold land	-	30
	Buildings on freehold land	-	1,060
	Vehicles	<u>7,610</u>	<u>22,912</u>
		<u>7,610</u>	<u>24,002</u>
5.4	Depreciation charge during the period on: - property, plant and equipment	<u>404,461</u>	<u>450,745</u>
		<b>June 30, 2022</b>	December 31, 2021
		(Un-audited)	(Audited)
		(Rupees in thousand)	
5.5	Capital work-in-progress		
	Civil works	8,534	-
	Plant and machinery	461,201	531,717
	Power and other installations	2,650	9,253
	Furniture and fixtures	-	39,812
	Computer equipment pending installations	-	58,662
	Advance to suppliers and contractors	-	25,220
		<u>472,385</u>	<u>664,664</u>

## 6. INVESTMENT IN A SUBSIDIARY COMPANY

This represents the cost of 103 fully paid ordinary shares of Rs 10 each in Laksonpremier Tobacco Company (Private) Limited (the Subsidiary Company). Out of such 103 shares, two shares are in the name of the nominees. The statement of profit or loss and other comprehensive income of the Subsidiary Company for the six months period ended June 30, 2022 amounted to Rs Nil resulting in an accumulated loss of Rs 1,030 as at that date. The net assets of the Subsidiary Company as at June 30, 2022 amounted to Rs Nil, in accordance with the un-audited condensed interim financial statements for the six months period then ended.

The auditors of the Subsidiary Company have expressed an unmodified audit opinion on the financial statements of the Subsidiary Company for the year ended December 31, 2021.

The audited financial statements of the Subsidiary Company are available for inspection at the Company's registered office and are available to the members on request without any cost.

Investment in the Subsidiary Company has been made in accordance with the requirements of the Companies Act, 2017.



# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

	Note	June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
(Rupees in thousand)			
<b>7. STOCK IN TRADE - net</b>			
Raw and packing materials	7.1 to 7.2	4,148,316	5,047,334
Work-in-process		370,209	260,725
Finished goods		779,395	619,328
		<u>5,297,920</u>	<u>5,927,387</u>
Less: Provision for obsolete stocks	7.2	(49,016)	(57,786)
		<u>5,248,904</u>	<u>5,869,601</u>

7.1 Include raw and packing materials in transit aggregating Rs 491.508 million (December 31, 2021: Rs 312.616 million).

7.2 During the current period, the Company has written off provision against raw and packing materials aggregating Rs 8.769 million (December 31, 2021: Rs 33.088 million).

	Note	June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
(Rupees in thousand)			
<b>8. ADVANCES</b>			
Unsecured Advances to:			
- Employees	8.1	22,755	9,442
- Suppliers and contractors		<u>27,940</u>	<u>32,435</u>
		50,695	41,877
Secured			
Advance to a supplier	8.2	111,261	111,261
Less: Provision against advance		<u>(16,166)</u>	<u>(16,166)</u>
		95,095	95,095
		<u>145,790</u>	<u>136,972</u>

8.1 Advances to employees are given to meet business expenses and are settled as and when the expenses are incurred.

8.2 There is no significant change in the status of the case as set out in note 11.2 to the December 31, 2021 financial statements.

9. These includes cash margins held with banks amounting to Rs 601.293 million (December 31, 2021: Rs 273.785 million).

10. This amount represents time deposit invested with a commercial bank having maturity of three months or less on which mark-up / profit is earned at the rate of 12.8%.

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

	June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
	(Rupees in thousand)	

## 11. NON-CURRENT ASSETS HELD FOR DISPOSAL

Transferred from operating property,  
plant and equipment

- Cost	193,526	193,526
- Less: Accumulated depreciation	(56,524)	(56,524)
- Less: Accumulated impairment	(137,002)	(137,002)
	<u>-</u>	<u>-</u>

## 12. TRADE AND OTHER PAYABLES

Creditors	2,654,383	2,245,336
Bills payable	1,245,906	967,614
Royalty payable to related party	400,880	270,378
Accrued expenses	922,044	1,152,944
Tobacco development cess	13,875	53,685
Contractors' retention money	7,489	7,489
Advance from customers - unsecured	435,194	1,129,175
Workers' welfare fund	87,292	61,713
Workers' profits participation fund	148,494	-
Others	295,355	421,905
	<u>6,210,912</u>	<u>6,310,239</u>

## 13. CONTINGENCIES AND COMMITMENTS

### 13.1 Guarantees

Indemnities given to banks for guarantees issued by them in the normal course of business aggregated Rs 69.565 million (December 31, 2021: Rs 69.565 million).

	June 30, 2022 (Un-audited)	December 31, 2021 (Audited)
	(Rupees in thousand)	

### 13.2 Commitments

Capital expenditure contracted for but not incurred	71,636	28,077
Post dated cheques	44,631	61,895
Letters of credit	30,744	57,340

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

## 13.3 Contingencies

13.3.1 There is no significant change in the status of the cases set out in notes 21.3 to 21.6 to the December 2021 financial statements.

13.3.2 In addition to the above, while reviewing the withholding taxes of the Company for the tax year 2016, the Deputy Commissioner Inland Revenue (DCIR) issued an order dated May 24, 2022 alleging short deduction of withhold tax and raised a demand of Rs 87.118 million including penalty and default surcharge. On June 8, 2022, the Company filed an appeal before the Commissioner Inland Revenue - Appeals (CIR -Appeals) against the order, a hearing for which is yet to be fixed.

The Company has also obtained an interim injunction to prevent the DCIR from initiating any recovery proceedings till the matter is decided by the CIR - Appeals.

Management is of the view, based on the advice of the tax consultants, that the matter will eventually be decided in the Company's favour and therefore no provision has been recorded in respect of this matter.

13.3.3 While reviewing the income tax return of the Company for the tax year 2019, the DCIR through an order dated April 25, 2022 had disallowed certain deductions aggregating Rs 1,094.158 million resulting in a tax demand of Rs 148.596 million. The Company filed an appeal before the CIR - Appeals who issued an order dated June 22, 2022 through which disallowances amounting to Rs 1,086.163 million were deleted and the remaining were remanded back to DCIR for reconsideration.

Management is of the view, based on the advice of the tax consultants, that the matter will eventually be decided in the Company's favour and therefore no provision has been recorded in respect of this matter.

	Quarter Ended		Six months period ended	
	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
	----- (Un-audited) -----			
<b>14. TURNOVER - net</b>	----- (Rupees in thousand) -----			
Gross turnover	<b>11,907,553</b>	12,315,137	<b>24,702,196</b>	23,925,625
Less: Trade discount	<b>278,202</b>	231,147	<b>541,186</b>	461,245
Sales tax	<b>1,774,259</b>	1,826,084	<b>3,572,740</b>	3,561,962
Excise duty	<b>5,034,311</b>	5,473,672	<b>10,422,272</b>	10,678,393
	<b>7,086,772</b>	7,530,903	<b>14,536,198</b>	14,701,600
	<b>4,820,781</b>	4,784,234	<b>10,165,998</b>	9,224,025

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

	Quarter Ended		Six months period ended	
	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
	(Un-audited)			
	(Rupees in thousand)			
<b>15. COST OF SALES</b>				
<b>Raw and packing materials consumed</b>				
Opening stock	3,717,025	3,494,917	5,047,334	3,856,116
Purchases, redrying and related expenses	2,421,925	1,149,268	3,672,982	2,271,790
	6,138,950	4,644,185	8,720,316	6,127,906
Closing stock	(4,148,316)	(3,056,739)	(4,148,316)	(3,056,739)
	1,990,634	1,587,446	4,572,000	3,071,167
Government levies	9,297	6,751	19,588	11,654
Manufacturing expenses	588,815	570,991	1,197,282	1,081,880
	2,588,746	2,165,188	5,788,870	4,164,701
<b>Work-in-process</b>				
Opening stock	212,921	183,922	260,725	174,886
Closing stock	(370,209)	(131,406)	(370,209)	(131,406)
Sale of waste	(283)	(2,608)	(2,081)	(5,691)
	(157,571)	49,908	(111,565)	37,789
Cost of goods manufactured	2,431,175	2,215,096	5,677,305	4,202,490
<b>Finished goods</b>				
Opening stock	835,326	601,161	619,328	904,945
Closing stock	(779,395)	(344,396)	(779,395)	(344,396)
	55,931	256,765	(160,067)	560,549
	2,487,106	2,471,861	5,517,238	4,763,039
<b>16. OTHER EXPENSES</b>				
Employee separation cost	17,028	21,628	17,028	62,013
Property, plant and equipment written off	19,778	492	20,435	579
Workers' welfare fund	11,496	30,363	25,579	51,906
Workers' profit participation fund	63,367	75,906	148,494	129,764
Exchange loss - net	218,992	-	224,907	-
Miscellaneous expenses	16,525	2,118	22,212	21,100
	347,186	130,507	458,655	265,362

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

17. This includes profit on saving accounts aggregating Rs 477.7 million (June 30, 2021:Rs 197.6 million).

Quarter Ended		Six months period ended	
June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
----- (Un-audited) -----			
----- (Rupees in thousand) -----			

## 18. TAXATION

Current

- for the period	308,075	225,872	570,287	401,040
- for the prior period	340,249	-	340,249	-

	648,324	225,872	910,536	401,040
Deferred	150,668	128,057	341,770	292,683
	798,992	353,929	1,252,306	693,723

18.1 In accordance with the Finance Act, 2022 super tax at the rate of 10% for tax year 2022 (financial year: December 31, 2021) and 4% for tax year 2023 and onwards has been imposed on the Company in addition to the corporate tax rate of 29%. Accordingly the Company has recorded deferred tax at 33%.

Quarter Ended		Six months period ended	
June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
----- (Un-audited) -----			
----- (Rupees in thousand) -----			

## 19. EARNINGS PER SHARE – BASIC

19.1 Basic earnings per share

Profit for the period after taxation	383,483	1,001,469	1,533,315	1,719,881
----- (Number of shares) -----				
Weighted average number of ordinary shares	61,580,341	61,580,341	61,580,341	61,580,341
----- (Rupees) -----				
Earnings per share – basic	6.23	16.26	24.90	27.93

19.2 Diluted earnings per share

Profit / (loss) for the period after taxation	383,483	1,001,469	1,533,315	1,719,881
----- (Number of shares) -----				
Weighted average number of potential ordinary shares	80,553,666	72,095,615	80,553,666	72,095,615
----- (Rupees) -----				
Earnings per share – diluted	4.76	13.89	19.03	23.86

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

## 20. RELATED PARTIES TRANSACTIONS

20.1 Related parties comprise of Philip Morris Investments B.V., (the parent company) and Philip Morris Brands S.a.r.l, related group undertakings, subsidiary company - Laksonpremier Tobacco Company (Private) Limited, staff retirement benefit funds and members of the key management personnel. The Company enters into transactions with related parties on the basis of mutually agreed terms. The transactions with related parties can be summarised as follows:

Relationship	Nature of transaction	Six months period ended	
		June 30, 2022	June 30, 2021
		(Un-audited)	
		(Rupees in thousand)	
Associated undertakings	Sale of goods and services	1,525,526	84,697
	Purchase of goods and services	356,480	316,975
	Royalty charges	73,898	67,830
	Share based payment expense	14,789	13,421
	Share based payment recharge	49,971	31,613
Staff retirement benefit plans	Contribution to gratuity fund	38,301	36,076
	Contribution to provident fund	49,951	44,357
Key management personnel	Remuneration and benefits - notes 20.1.1 to 20.1.3	21,404	18,012

20.1.1 The Company considers its chief executive and directors as key management personnel.

20.1.2 The chief executive, executive directors and certain executives are provided with free use of the Company maintained cars.

20.1.3 Certain executives are on secondment from the group undertakings and no remuneration is charged to the Company in respect of those executives.

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

	Note	Six months period ended	
		June 30, 2022	June 30, 2021
		(Un-audited) (Rupees in thousand)	
<b>21. CASH GENERATED FROM OPERATIONS</b>			
Profit before taxation		2,785,621	2,413,604
Adjustments for:			
- Depreciation on operating property, plant and equipment		404,461	450,745
- Depreciation on right-of-use assets		47,601	47,627
- Amortisation		12,454	11,517
Staff retirement gratuity expense		38,301	36,076
Provision for slow moving spares		2,784	28
Expenses arising from equity-settled share-based payment plan		14,789	13,421
Liabilities written back		(22,036)	(41,446)
Stock in trade written down to net realisable value		8,769	14,228
Reversal for obsolete stocks		-	(2,602)
Profit on savings accounts and time deposit		(477,702)	(197,601)
Unrealised exchange loss / (gain)		224,907	(27,244)
Profit on disposal of items of:			
- Property, plant and equipment - net		(45,964)	(54,465)
- Non-current Assets held for Disposal - net		-	(75,910)
Property, plant and equipment written off		20,435	579
Finance cost		34,959	34,548
Working capital changes	21.1	(351,609)	805,334
		<u>2,697,770</u>	<u>3,428,439</u>
<b>21.1 Working capital changes</b>			
(Increase) / decrease in current assets			
Stores and spares - net		(22,840)	17,235
Stock in trade - net		611,928	1,374,950
Trade debts - net		-	(3,238)
Advances		(8,818)	6,459
Prepayments		37,869	20,002
Other receivables		(441,368)	52,829
		<u>176,771</u>	<u>1,468,237</u>
Increase / (decrease) in current liabilities			
Trade and other payables		(313,507)	(160,124)
Sales tax and excise payable		(214,873)	(502,779)
		<u>(528,380)</u>	<u>(662,903)</u>
		<u>(351,609)</u>	<u>805,334</u>
<b>22. CASH AND CASH EQUIVALENTS</b>			
Cash and bank balances		8,624,726	7,626,542
Short term investments		2,000,000	-
Less: Amount held as security		(18,861)	(18,861)
		<u>10,605,865</u>	<u>7,607,681</u>

# NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2022

## 23. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on August 10, 2022 by the Board of Directors of the Company.

## 24. GENERAL

Figures have been rounded off to the nearest thousand of Pakistan rupees unless otherwise stated.



Kamran Mirza  
Chairman / Director



Roman Yazbeck  
Chief Executive Officer



Muhammad Zeeshan  
Chief Financial Officer





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