



## ICI PAKISTAN LTD.

ICI House, 5 West Wharf,  
Karachi 74000

T +92 21 3231 3717-22  
F +92 21 3231 1739  
UAN 111 100 200

[www.ici.com.pk](http://www.ici.com.pk)

The Managing Director  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi – 74000

January 24, 2018  
Ref#ComSec/PSX/05/2018

Dear Sir,

### **BOARD MEETING RESULTS FOR THE 2<sup>ND</sup> QUARTER / HALF YEAR ENDED DECEMBER 31, 2017**

We wish to inform you that the Board of Directors of ICI Pakistan Limited at its meeting held on January 24, 2018, has approved the un-audited accounts of the Company for the 2<sup>nd</sup> Quarter / Half Year ended December 31, 2017, showing the following results:

#### **DIVIDEND**

The Board has approved interim cash dividend in respect of the financial year ending June 30, 2018, at the rate of 80% i.e. Rs.8/- per share of Rs. 10/- each to be payable to the members.

The above entitlement will be paid to the shareholders whose names will appear in the Register of Members on Friday, February 09, 2018.

#### **FINANCIAL RESULTS**

Attached as Annexure 'A' and Annexure 'B'.

#### **OVERVIEW**

Net turnover for the quarter at PKR 11,942 million is 15% higher than the same period last year (SPLY), due to higher net turnover across all Businesses. Operating result for the quarter at PKR 1,048 million is 1% lower as compared to the SPLY, due to lower operating results in the Soda Ash and Chemicals & Agri Sciences Businesses, which were largely offset by the robust performances in the Polyester and Life Sciences Businesses.

Net turnover for the six month period under review at PKR 23,177 million translates into an 18% increase as compared to the SPLY, with all Businesses showing a positive trend. The Polyester and Life Sciences Businesses provided the impetus, with growth of 24% and 32% respectively.

The Company's operating result over the six months at PKR 2,058 million is 6% higher in comparison to the SPLY, due to improved performances in the Polyester and Life Sciences Businesses by 105% and 33% respectively. The improved performance achieved by the Polyester Business is attributable to better domestic volumes and margins, along with the Business's ongoing efforts to increase efficiencies. In the Life Sciences Business, both the Pharmaceuticals and Animal Health Divisions posted strong double-digit growth. The positive performance by both Businesses compensated for the decline in the Soda Ash and Chemicals & Agri Sciences Businesses. The performance of the Chemicals & Agri Sciences Business is mainly attributable to a severe liquidity crunch experienced by farmers. This resulted in the recording of provisions against receivables as per Company policy, recoveries against which are expected in the next quarter as overall



liquidity in the agricultural sector is forecasted to improve. Additionally, certain products were adjusted to their net realisable value (NRV) as per Company policy, which was lower than its cost.

Profit after tax (PAT) for the six month period under review at PKR 1,463 million is 5% lower than the SPLY. This was principally due to a higher exchange loss of PKR 238 million due to a devaluation of the Pakistani rupee, coupled with lower dividend of PKR 210 million from the Company's subsidiary and associate as compared to the SPLY.

Earnings per share (EPS) for the six month period under review, at PKR 15.84, is 5% lower as compared to the SPLY.

**BOOK CLOSURE**

The Share Transfer Books of the Company will be closed from February 10, 2018 to February 16, 2018 (both days inclusive). Transfers received in order at the office of Company's Shares Registrar M/s FAMCO Associates (Pvt.) Limited, 8-F, Nursery, Block 6, P.E.C.H.S. Shahra-e-Faisal, Karachi, by the close of business on Friday, February 09, 2018, will be treated in time entitle to the transferees for the purpose of above stated Interim Cash Dividend.

The Company will send you the required number of printed unaudited Accounts for distribution amongst the members of the Exchange. The full set of Financial Results will shortly be available on our website [www.ici.com.pk](http://www.ici.com.pk).

Sincerely,

Saima Kamila Khan  
Company Secretary

cc: The Chairman, Securities & Exchange Commission of Pakistan  
NIC Building, Jinnah Avenue, Islamabad



ANNEXURE – A**ICI Pakistan Limited****Condensed Interim Unconsolidated Profit and Loss Account (Unaudited)  
For the Six Months Ended December 31, 2017**

Amounts in PKR '000

	For the 3 months ended December 31, 2017	For the 6 months ended December 31, 2017	For the 3 months ended December 31, 2016	For the 6 months ended December 31, 2016
<b>Turnover</b>	13,558,520	26,309,485	12,048,884	22,620,918
Sales tax	(715,092)	(1,365,604)	(688,256)	(1,268,224)
Commission and discounts	(901,334)	(1,766,822)	(977,884)	(1,715,175)
	(1,616,426)	(3,132,426)	(1,666,140)	(2,983,399)
<b>Net turnover</b>	11,942,094	23,177,059	10,382,744	19,637,519
Cost of sales	(9,660,851)	(18,930,467)	(8,438,821)	(16,000,001)
<b>Gross profit</b>	2,281,243	4,246,592	1,943,923	3,637,518
Selling and distribution expenses	(737,417)	(1,412,548)	(636,080)	(1,216,581)
Administration and general expenses	(495,522)	(776,530)	(244,895)	(487,284)
<b>Operating result</b>	1,048,304	2,057,514	1,062,948	1,933,653
Finance costs	(102,573)	(210,544)	(93,944)	(195,425)
Exchange (losses) / gains	(206,850)	(238,202)	7,783	6,099
Workers' profit participation fund	(40,977)	(89,184)	(62,412)	(106,380)
Workers' welfare fund	(22,903)	(34,560)	(24,201)	(41,222)
Other charges	(12,093)	(22,979)	(6,092)	(16,210)
	(385,396)	(595,469)	(178,866)	(353,138)
Dividend income	95,000	195,000	285,000	405,000
Other income	20,652	36,374	16,740	34,349
<b>Profit before taxation</b>	778,560	1,693,419	1,185,822	2,019,864
Taxation	(56,691)	(230,547)	(266,645)	(484,030)
<b>Profit after taxation</b>	721,869	1,462,872	919,177	1,535,834
		(PKR)		
<b>Basic and diluted earnings per share</b>	7.82	15.84	9.95	16.63

## ANNEXURE – B

**ICI Pakistan Limited**  
**Condensed Interim Consolidated Profit and Loss Account (Unaudited)**  
**For the Six Months Ended December 31, 2017**

Amounts in PKR '000

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