



First Quarter Ended Report

September 30, 2017

(Un - audited)

FIRST UDL MODARABA.

Managed By:

UDL Modaraba Management (Pvt) Limited

Corporate Information

MODARABA MANAGEMENT COMPANY

Board of Directors

UDL Modaraba Management (Private) Limited

Majid Hasan

Chairman (Non Executive Director)

Ather Naqi

Chief Executive Officer

Shuja Malik

Executive Director

S.M.Nasir Raza

Non Executive Director

A.Rahim Suriya

Non Executive Director

Company Secretary & CFO

Syed Aamir Hussain

Audit Committee

S.M.Nasir Raza

Chairman

Majid Hasan

Member

A.Rahim Suriya

Member

Human Resource &

Remuneration Committee

A.Rahim Suriya

Chairman

S.M.Nasir Raza

Member

Shuja Malik

Member

Auditors

Muniff Ziauddin & Co.
Chartered Accountants

Bankers

Albaraka Bank Limited
Habib Bank Limited
Silk Bank Limited (Islamic Banking)
Dubai Islamic Bank Limited

Registrar

Share Registrar Department
Central Depository Company of Pakistan Ltd.
CDC House, Shahra -e-Faisal, Karachi

Shariah Advisor

Mufti Abdul Qadir

Legal Advisor

Mohsin Tayebaly & Co.
2nd Floor Dime Centre, BC-4, Block -9,
Kehkashan, Clifton, Karachi-75600

Tax Advisor

Ford Rhodes Sidat Hyder & Co.
Chartered Accountants
Progressive Plaza, Beaumont Road
P.O.Box 15541, Karachi-75530.

Associated Company

UDL Pharmaceuticals Pakistan (Pvt) Limited.

Head Office & Registered Office

1st Floor, Business Enclave. 77-C, 12th Commercial Street,
Off: Kh-e-Ittehad, DHA Phase II (Ext.) Karachi.

Factory

E-44/45 North Western Industrial Zone, Port Qasim,
Karachi

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www.udl.com.pk

DIRECTORS' REPORT

The Board of Directors of UDL Modaraba Management Private Limited takes pleasure in presenting the un-audited accounts of First UDL Modaraba for the quarter ended September 30, 2017.

Review of Operations:

During the quarter, total revenue improved by 50% from Rs. 31.88 million to Rs. 47.13 million. Main contributor towards revenue growth was Pharmaceutical sales which increased from Rs. 23.36 million to Rs. 40.27 million, a growth of 72%. Revenues from Ijarah operations were in line with the previous period.

Despite the growth in revenue, the company posted an operating loss of Rs. 10.56 million and a net loss of Rs. 10.91 million as compared to Rs. 8.97 million and Rs. 6.51 million respectively.

Main reason for the loss were high selling and distribution expenses as a percentage of sales. Another contributing factor had been a sluggish stock market due to which there was hardly any contribution towards the bottom-line as compared to around Rs. 5 million in the corresponding period of last year.

As pharmaceutical sales grow, all the related expenses as a percentage would come in line with industry trends. The management is trying its best to improve the sales numbers and has had reasonable success over the last one year. We are expecting a reasonable number of registrations in the current quarter, which would help the Modaraba in increasing its revenue resulting in a positive impact on its bottom line.

Acknowledgement:

The Board places on record its appreciation for guidance and support received from the Registrar Modarabas, Securities & Exchange Commission of Pakistan (SECP), State Bank of Pakistan (SBP) and Drug Regulatory Authority of Pakistan (DRAP).

The Directors also acknowledge with thanks the support of the certificate-holders for their continued confidence and to the members of staff for their untiring efforts and dedication.

For and on behalf of the Board

----- Sd -----
Ather Naqi
Chief Executive

October 30, 2017

