

# THIRD QUARTER REPORT 2019-20

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## **COMPANY INFORMATION**

#### **Board of Directors**

Mr. Ebrahim Qassim Mr. M. Haroon Qassim Mr. Vali Muhammad A. Habib Mr. Pir Muhammad Mrs. Saadia Butt Naveed Mr. Syed Imran Chishti Mr. Muhammad Salman Qassim

#### **Audit Committee**

Mr. Syed Imran Chishti Mr. Vali Muhammad A. Habib Mrs. Saadia Butt Naveed

#### Human Resource & Remuneration Committee

Mr. Syed Imran Chishti Mr. M. Haroon Qassim Mr. Vali Muhammad A. Habib

#### **Risk Management Committee**

Mr. M. Haroon Qassim Mr. Vali Muhammad A. Habib Mr. Pir Muhammad

#### **Chief Financial Officer**

Mr. M. Zaid Kaliya

Company Secretary Mr. Abdul Samad Jangda

#### Head of Internal Audit Mr. Yasir Yousuf Chhabra

**Legal Advisors** Mr. Shafqat Zaman

External Auditors BDO Ebrahim & Co. Chartered Accountants

Internal Auditors Deloitte Yousuf Adil Chartered Accountants Chairman Chief Executive Director Director Director Director Director

Chairman Member Member

Chairman Member Member

Chairman Member Member

#### Bankers

Meezan Bank Limited Bank Al-Habib Limited - Islamic Banking Habib Metropolitan Bank Limited - Islamic Banking

#### **Registrar & Share Registration Office**

CDC Share Registrar Services Limited CDC House, 99-B, S.M.C.H.S, Main Shahrah-e-Faisal, Karachi

#### **Registered Office**

Office 1007, Business Avenue, Block 6, P.E.C.H.S., Shahrah-e-Faisal, Karachi

#### Factory

Plot No. 368/4 & 5 Landhi Industrial Area Baldia Road Karachi

#### Email & URL

mail@shield.com.pk www.shield.com.pk

#### **DIRECTORS' REVIEW**

On behalf of the Board of Directors, we hereby present the un-audited condensed interim financial information for the period ended March 31, 2020.

Financial summary
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Operating Results	March 31, 2020	March 31, 2019	Increase /	March 31, 2020	March 31, 2019	Increase /
Operating Results	(Rupees)	(Rupees)	(Decrease)	(Rupees)	(Rupees)	(Decrease)
Net Sales	1,326,425,770	1,323,299,315	0.24%	383,945,214	435,045,028	(11.75%)
Gross Profit	344,042,700	411,639,806	(16.42%)	87,678,500	141,139,295	(37.88%)
Gross Profit %	25.94%	31.11%	517 bps	22.84%	32.44%	960 bps
Selling and Distribution Expenses	206,860,719	280,653,637	(26.29%)	63,970,853	86,496,771	(26.04%)
Administrative Expenses	47,404,854	49,699,155	(4.62%)	13,643,639	16,908,907	(19.31%)
Finance Costs	77,016,506	25,614,615	200.67%	27,374,985	11,176,306	144.94%
Profit / (Loss) Before Tax	20,517,703	52,823,064	(61.16%)	(11,133,180)	24,491,107	(145.46%)
Profit / (Loss) After Tax	(7,599,778)	13,506,733	(156.27%)	(22,519,387)	12,645,854	(278.08%)
Earnings / (Loss) per Share	(1.95)	3.46	(156.27%)	(5.77)	3.24	(278.08%)

During the period, uncertainty prevailed on economic front due to various reasons such as tight budgetary measures, increase in inflation rate (National CPI) from 6.8% to 12.4%, high interest rates, and rupee devaluation.

Net sales for the nine months recorded an increase of 0.24% over the same period last year, from Rs. 1.323 billion to Rs. 1.326 billion. The Gross Profit margin of the Company declined by 5.17% mainly due to Rupee devaluation and change in sales mix of the Company. The selling and distribution expenses as well as administrative expenses decreased by Rs. 73.79 million and 2.29 million respectively. The Finance cost of the Company increased by Rs. 51.40 million due to increase in bank rates and increase in utilization of various short term and long term financing facilities due to investment in Property, Plant & Equipment and stock building in anticipation of achieving sales targets. The Company recorded profit before tax of Rs. 20.52 million for the nine months period. The Company incurred Loss per share of Rs. 1.95 as compared to Earnings per share of Rs. 3.46 per share of last year for the nine months period. Post-tax loss for the quarter ended March 31, 2020 has been recorded as Rs. 22.52 million.

The World is facing the real challenge in form of Covid-19 (Corona Virus) which is declared by WHO as pandemic in March 2020. The governments across the globe have taken various steps to stop the spread of this disease and advised its citizen to limit their social activities. As a result, the economic activities have slowed down and in some cases a complete halt. This pandemic is unprecedented in the last 100 years of human history and as such all experts have failed to assess the economic activities have come to stand still and the Company's total operations came to halt.

The Company is foreseeing decline in sales of its products in the next quarter due to the reason mentioned above. It's extremely challenging and the management sees the next quarter very volatile. However, your management is working very hard to see how to best overcome this situation.

The Board of Directors would like to express their gratitude to all employees for their committed efforts, loyalty and dedications.

On behalf of the Board

M. Haroon Qassim Chief Executive

Vali Muhammad A. Habib Director

Karachi: April 16, 2020

د انرَ يکٹرز کا جائزہ

ہم بورڈ آف ڈائر یکٹرز کی جانب سے اسمار چ**ین ک**وشتم ہونے والی مدت کے لیے غیر آ ڈٹ شد پخصرعبور کی مالیاتی معلومات پیش کررہے ہیں۔ سر مائے کا خلاصہ

	تىن مادكى مدت			نوماه کې مدت		
اضافه ( کمی)	اسمارچ ۱۹۰۶	التهارچ بن	اضافہ ((کی)	اسمارچ ۱۹۰۶	اسمارچ و دو ا	
	(روپے)	(روپے)		(روپي)	(روپے)	عملداری فتاریخ
(11.75%)	434,045,028	383,945,214	0.24%	1,323,299,315	1,326,425,770	خالص سيلز
(37.88%)	141,139,295	87,678,500	(16.42%)	411,639,806	344,042,700	مجهوعي منافع
(960 bps)	32.44%	22.84%	(517 bps)	31.11%	25.94%	مجموعي فيصدى منافع
(26.04%)	86,496,771	63,970,853	(26.29%)	280,653,637	206,860,719	فروخت اورتشیم کاری کےاخراجات
(19.31%)	16,908,907	13,643,639	(4.62%)	49,699,155	47,404,854	ارتطا می اخراجات
144.94%	11,176,306	27,374,985	200.67%	25,614,615	77,016,506	مالیاتی لاگت
(145.46%)	24,491,107	(11,133,180)	(61.16%)	52,823,064	20,517,703	قبل ازئیکس منافع/( نقصان )
(278.08%)	12,645,854	(22,519,387)	(156.27%)	13,506,733	(7,599,778)	بعدازئیک منافع/(نقصان)
(278.08%)	3.24	(5.77)	(156.27%)	3.46	(1.95)	فی شیئر آمد نی/( نقصان )

موجودہ سال میں گئی وجو ہات کی بنا پر معاثی اُفق پر غیریتینی کی صورت حال برقر اررہی جیسے بجٹ کے بخت اقد امات ، افراط زرکی شرح ( قومی پی آئی ) میں %6.80 سے %12.40 تک کا اضافہ ، بینک کی ملند شرح صوداور روپیر کی قدر میں کی۔

دنیا کواس وقت کرونادائرس کی صورت میں ایک حقیقی چیلنج کا سامنا ہے جے WHO نے مارچ من میں عالمی وہا مقر اردیا۔ دنیا تجر کی حکومتوں نے اس بیار کورد کئے کیلیے محقق اقدامات کے ہیں اورا پی شہر یوں کوانگی سابق سرگرمیوں کو محدود کرنے کا مشورہ دیا ہے۔ اس کے نتیج میں معاشی سرگرمیاں سست ہوگئی ہیں اور پچھ معاملات میں کل طور پررک گئی ہیں۔ اس وبائی بیاری کی انسانی تاریخ کے چھلے •• اسالوں میں کوئی نظیر نہیں ملتی جس کی وجہ سے تما م ماہرین عالمی معیشت کو ہونے والے نقصان کا اندازہ دلگ نے سے قاصر ہیں۔ سند در حکومت نے ۲۳ ماریخ سے ان کی انسانی تاریخ ہے اور جس کی وجہ سے معاشی سرگرمیاں منجمد میں اور کمپنی کی تما م کاروائیاں رک گئی ہیں۔

ندکورہ وجو ہات کی ہناء پر کمپنی انگلیسہا ہی میں سیلز میں کی کی تو قع کرر ہی ہے۔ بیا یک انتخابی مخصف مرحلہ ہے اور کمپنی کوانگلیسہا ہی بہت غیر شخک م نظر آر ہی ہے۔ تاہم آپ کی انتظامیہ اس صورت حال پر قابو پانے کیلئے بہت محنت کررہی ہے۔

بورڈ آف ڈائر یکٹرز تمام ملاز مین کاان کی پرعز مکوششوں ، وفا داری اورککن پرشکر گزاری کا اظہار کرتا ہے۔

يب ولي محمدا يحبيب

ڈائریٹر

**Shield** 

THIRD QUARTER

REPORT

بورڈ آف ڈائز یکٹرز کی طرف سے

Ulamin

ایم ہارون قاسم چیف ایگزیکٹو

كراچى: ١٦ اپريل ٢٠٠٠

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (Unaudited) AS AT MARCH 31, 2020

		March 31, 2020	June 30, 2019 (Audited)
	Note	(Rup	· ,
ASSETS			
Non-current assets			
Property, plant and equipment			
Operating fixed assets	7	775,275,885	597,427,238
Capital work in progress	8	12,571,546	10,438,519
		787,847,431	607,865,757
Long term deposits		4,872,930	4,811,390
Intengible assets		513,333	-
Investment in equity accounted associate	9	3,720,336	4,000,000
		796,954,030	616,677,147
Current assets			
Stores and spares	1.0	31,127,053	23,141,602
Stock-in-trade	10	527,565,493	392,317,143
Trade receivables	11	28,357,009	22,974,273
Loans and advances	10	12,499,271	2,796,152
Trade deposits and short term prepayments	12	4,614,166	6,891,165
Tax refund due from government	13	65,516,331	33,560,876
Taxation - net		31,867,456	40,747,266
Cash and bank balances	14	1,789,741	1,543,982
		703,336,520	523,972,459
Total assets		1,500,290,550	1,140,649,606
EQUITY AND LIABILITIES			
Share capital and reserves			
Authorized share capital			
15,000,000 (June 30, 2019 : 15,000,000) ordinary shares of Rs. 10/- each		150,000,000	150,000,000
Issued, subscribed and paid-up capital			
3,900,000 ordinary shares of Rs. 10/- each		39,000,000	39,000,000
Loan from directors		110,000,000	21,700,000
Capital reserve		10,000,000	10,000,000
Revenue reserves		345,746,625	358,221,403
		504,746,625	428,921,403
Non-current liabilities			
Deferred taxation		61,387,209	49,575,079
Long term financing - secured	15	202,270,614	94,262,455
		263,657,823	143,837,534
Current liabilities			
Trade and other payables	16	129,000,116	81,356,129
Short term borrowings - secured	17	494,647,883	380,917,201
Profit accrued	18	21,302,459	13,112,552
Unpaid dividend		352,265	321,227
Unclaimed dividend		685,969	686,290
Current portion of long term financing	15	85,897,410	91,497,270
		731,886,102	567,890,669
Total equity and liabilities		1,500,290,550	1,140,649,606
Contingencies and Commitments	19		

The annexed notes from 1 to 32 form an integral part of this condensed interim financial information.

Chief Executive





Chief Financial Officer

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# CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND **OTHER COMPREHENSIVE INCOME (Unaudited)** FOR THE PERIOD ENDED MARCH 31, 2020

		Nine months March 31, 2020	period ended March 31, 2019	Three months March 31, 2020	<b>period ended</b> March 31, 2019
	Note	(Rup	ees)	(Rupees)	
Sales - net Cost of sales	20 21	1,326,425,770 (982,383,070)	1,323,299,315 (911,659,509)	383,945,214 (296,266,714)	435,045,028 (293,905,733)
Gross profit		344,042,700	411,639,806	87,678,500	141,139,295
Selling and distribution expenses Administrative and general expenses Other operating expenses Share of loss on equity accounted associate		(206,860,719) (47,404,854) (1,013,427) (279,665) (255,558,665) 88,484,035	(280,653,637) (49,699,155) (4,587,252) - (334,940,044) 76,699,762	(63,970,853) (13,643,639) 1,354,005 (93,222) (76,353,709) 11,324,791	(86,496,771) (16,908,907) (2,435,799) - (105,841,477) 35,297,818
Other operating income		9,050,174	1,737,917	4,917,014	369,595
Operating profit before finance costs Finance costs	22	97,534,209 (77,016,506)	78,437,679 (25,614,615)	16,241,805 (27,374,985)	35,667,413 (11,176,306)
Profit / (Loss) before taxation		20,517,703	52,823,064	(11,133,180)	24,491,107
Taxation		(28,117,481)	(39,316,331)	(11,386,207)	(11,845,253)
Profit / (Loss) for the period		(7,599,778)	13,506,733	(22,519,387)	12,645,854
Other comprehensive income		-	-	-	-
Total comprehensive income for the period		(7,599,778)	13,506,733	(22,519,387)	12,645,854
Earnings / (Loss) per share - basic and diluted	23	(1.95)	3.46	(5.77)	3.24

The annexed notes from 1 to 32 form an integral part of this condensed interim financial information.

Chief Executive

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Director

Chief Financial Officer



# CONDENSED INTERIM STATEMENT OF CASH FLOWS (Unaudited) FOR THE PERIOD ENDED MARCH 31, 2020

	Nine months March 31, 2020	<b>period ended</b> March 31, 2019
Note	(Ru	pees)
Cash flows from operating activities		
Cash flow generated / (used) in operations 24	43,930,564	(22,091,340)
Payment for gratuity	-	(10,669,400)
Long term deposit	(61,540)	-
Loan to employees - net	-	(163,544)
Finance costs paid	(68,826,599)	(20,559,018)
Income tax paid	(44,035,863)	(53,001,418)
Net cash used in operating activities	(68,993,438)	(106,484,720)
Cash flows from investing activities		
Fixed capital expenditure including capital work in progress	(230,620,334)	(51,190,534)
Sales proceeds from disposal of property, plant and equipment	264,833	315,350
Net cash used in investing activities	(230,355,501)	(50,875,184)
Cash flows from financing activities		
Long term financing diminishing musharakah - net	102,408,299	15,482,582
Loan obtained from directors	88,300,000	-
Short term murabaha finance - net	44,493,073	25,410,108
Dividend paid	(4,844,283)	(13,521,450)
Net cash generated from financing activities	230,357,089	27,371,240
Net decrease in cash and cash equivalents	(68,991,850)	(129,988,664)
Cash and cash equivalents at the beginning of the period	(185,460,400)	(87,404,691)
Cash and cash equivalents at end of the period 25	(254,452,250)	(217,393,355)

The annexed notes from 1 to 32 form an integral part of this condensed interim financial information.

Chief Executive

Director

Chief Financial Officer

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited) FOR THE PERIOD ENDED MARCH 31, 2020

	Issued,		Reserves				
	subscribed	Loui Hom	Revenue reserves		Total		
	and paid-up capital	directors	Share Premium	General	Unappropriated profit	Sub total	Total
				(Rupees)			
Balance as at July 1, 2018	39,000,000	-	10,000,000	55,000,000	297,213,796	362,213,796	401,213,796
Total comprehensive income for the							
period ended March 31, 2019							
Profit for the period	-	-	-	-	13,506,733	13,506,733	13,506,733
Other comprehensive income for the period	_	-	-	-	_	-	-
		-	_		13,506,733	13,506,733	13,506,733
Transactions with owners Dividend for the year June 30, 2018 - Final							
- @ Rs. 3.50 per share	-	-	-	-	(13,650,000)	(13,650,000)	(13,650,000
Balance as at March 31, 2019	39,000,000	-	10,000,000	55,000,000	297,070,529	362,070,529	401,070,529
Balance as at July 1, 2019	39,000,000	21,700,000	10,000,000	55,000,000	303,221,403	368,221,403	428,921,403
Total comprehensive income for the period ended March 31, 2020							
Loss for the period	-	-	-	-	(7,599,778)	(7,599,778)	(7,599,778
Other comprehensive income for the period	-	-	-	-	-	-	-
Transactions with owners Dividend for the year June 30, 2019 - Final	-	-	-	-	(7,599,778)	(7,599,778)	(7,599,778
- @ Rs. 1.25 per share	-	-	-	-	(4,875,000)	(4,875,000)	(4,875,000
Loan received during the period	-	88,300,000	-	-	-	-	88,300,000
	-	88,300,000	-	-	(4,875,000)	(4,875,000)	83,425,00
Balance as at March 31, 2020	39,000,000	110,000,000	10,000,000	55,000,000	290,746,625	355,746,625	504,746,62

The annexed notes from 1 to 32 form an integral part of this condensed interim financial information.

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Chief Executive





Chief Financial Officer



### NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (Unaudited) FOR THE PERIOD ENDED MARCH 31, 2020

#### 1 STATUS AND NATURE OF BUSINESS

Shield Corporation Limited (the Company) was incorporated on January 10, 1975 as a public limited company in Pakistan under the Companies Act, 1913 (now Companies Act, 2017) and is quoted on Pakistan Stock Exchange Limited. The Company started its commercial production on November 26, 1975 and is mainly engaged in the manufacturing, trading and sales of oral care and baby care products.

#### 2 GEOGRAPHICAL LOCATION AND ADDRESSES OF BUSINESS UNITS

The registered office of the Company is situated at office No. 1007, 10th Floor, Business Avenue, Block 6, P.E.C.H.S., Shahrah-e-Faisal, Karachi. The manufacturing facility of the Company is located at Landhi Industrial Area, Karachi.

#### 3 BASIS OF PREPARATION

#### 3.1 Statement of compliance

This condensed interim financial information of the Company for the nine months period ended March 31, 2020 has been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standard Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ from the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

This condensed interim financial information is unaudited and is being submitted to the shareholders as required under section 237 of the Companies Act, 2017.

This condensed interim financial information of the Company does not include all of the information required for annual financial statements and should be read in conjunction with the annual financial statements of the Company as at and for the year ended June 30, 2019. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Company's financial position and performance since the last annual financial statements.

The comparative statement of financial position presented in this condensed interim financial information has been extracted from the annual audited financial statements of the Company for the year ended June 30, 2019, whereas the comparative condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of cash flows and condensed interim statement of changes in equity are extracted from the unaudited condensed interim financial information for the nine months period ended March 31, 2019.

#### 3.2 Basis of measurement

This condensed interim financial information has been prepared under the historical cost convention, following the accrual basis of accounting except for cash flow information.

#### 3.3 Functional and presentation currency

This condensed interim financial information has been presented in Pak Rupees, which is the functional and presentation currency of the Company.

#### 4 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of audited annual financial statements of the Company as at and for the year ended June 30, 2019 except for the adoption of new standard on July 1, 2019 as stated below:

The Company has adopted all the new standards and amendments to standards, including any consequential amendments to other standards which are applicable for the financial year beginning on July 1, 2019. The adoption of these new and amended standards did not have material impact on the Company's condensed interim financial information.

#### 4.1 IFRS 16 - Leases

IFRS 16 'Leases' was issued on January 1, 2016. This standard is adopted locally by the Securities and Exchange Commission of Pakistan and is effective for accounting periods beginning on or after January 1, 2019. IFRS 16 replaced IAS 17 'Leases', IFRIC 4 'Determining whether an Arrangement contains a Lease. The Company applied IFRS 16 with a date of initial application of July 1, 2019.

IFRS 16 provides a single lessee accounting model, requiring the recognition of assets and liabilities for all leases, together with options to exclude leases where the lease term is 12 months or less, or where the underlying asset is of low value. IFRS 16 substantially carries forward the lessor accounting in IAS 17, with the distinction between operating leases and finance leases being retained. However, this standard does not have any impact on this condensed interim financial information.

#### 5 ESTIMATES AND JUDGMENTS

The preparation of condensed interim financial information requires management to make certain judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. The significant judgments made by management in applying the Company's accounting policies and key sources of estimation of uncertainty are the same as those that were applied to the financial statements for the year ended June 30, 2019.

#### 6 TAXATION

The provisions for taxation for the nine months and quarter ended March 31, 2020, have been made using the estimated effective tax rate applicable to expected total annual earnings. The applicable income tax rate is 29% for the Tax Year 2020 as stipulated through Finance Act 2019.

7	OPERATING FIXED ASSETS Fixed Assets	Note	Unaudited March 31, 2020 (Rupe	Audited June 30, 2019 ees)
	Opening net book value (NBV) Additions during the period / year at cost	7.1	597,427,238 227,927,308	438,700,283 201,384,044
	Disposals during the period / year at NBV Depreciation charge for the period / year	7.1	825,354,546 443,908 49,634,753	640,084,327 5,336,000 37,321,089
	Closing net book value (NBV)		(50,078,661) 775,275,885	(42,657,089) 597,427,238

7.1 Following are the cost of operating fixed assets added and disposed off during the period ended:

	Unau March 3		Aud June 30	
	Additions (at cost)	Disposals (at net book value)	Additions (at cost)	Disposals (at net book value)
		(Ru	pees)	
Building on leasehold land	3,730,959	-	21,126,860	-
Plant and machinery	216,785,028	191,232	176,445,337	5,018,421
Furniture & fixtures	5,834,334	-	3,394,278	8,575
Office equipments	1,576,987	136,519	356,069	169,652
Computer equipments	-	116,157	61,500	139,352
	227,927,308	443,908	201,384,044	5,336,000
CAPITAL WORK IN PROGRESS			Unaudited March 31, 2020 (Rup	,
Civil works			-	887,615
Plant and machinery Advances to suppliers			6,489,246 5,814,900	5,891,654 2,076,750
Others			267,400	1,582,500
		8.1	12,571,546	10,438,519
Movement of carrying amount is as follows	:			
Opening balance			10,438,519	2,422,503
Additions (at cost) during the period / year			199,223,056	12,234,640
			209,661,575	14,657,143
Transfer to operating fixed assets during the	period / year		(197,090,029)	(4,218,624)



8

8.1

			Unaudited March 31, 2020	Audited June 30, 2019
		Note	(Rupe	es)
9	INVESTMENT IN EQUITY ACCOUNTED ASSOCIATE			
	Carrying value		4,000,000	4,000,000
	Less: Share of loss on equity accounted associate		(279,664)	-
		9.1	3,720,336	4,000,000

9.1 This represents investment made in ordinary shares of Rs. 10 each of Saaf Sehatmand Services (Private) Limited that represents 10% (i.e 400,000 shares) of the total holding of the Company and shares certificate are yet to be issued there against. The investee is an associated company based on common directorship as per the requirement of Companies Act, 2017. Further, the Company has significant influence over investee based on shareholders' agreement, accordingly, the investment has been accounted for as equity accounted associate.

#### 10 STOCK-IN-TRADE

Manufacturing:

Raw and packing materials

raw and publing matchato			
- in hand		395,320,787	266,400,674
- in transit		9,146,114	28,560,663
		404,466,901	294,961,337
Work-in-process		16,414,317	19,439,910
Finished goods	10.1	82,395,512	54,395,435
Trading:			
- in hand	10.2	24,288,763	23,520,461
		527,565,493	392,317,143

**10.1** This includes finished goods with cost of Rs. 28.63 million which are being carried at their net realizable value of Rs. 27.31 million.

**10.2** This includes trading goods with cost of Rs. 0.69 million which are being carried at their net realizable value of Rs. 0.61 million.

#### 11 TRADE RECEIVABLES

12

13

14

Related parties - unsecured - considered good			
Premier Agencies	116,827	11,828,604	
Pharmevo (Private) Limited	3,986	899,964	
Scitech Health (Private) Limited	-	1,002,154	
Memon Medical Institute	99,266	106,976	
	220,079	13,837,698	
Unsecured			
Considered good	28,136,930	9,136,575	
Considered doubtful	4,833,555	7,915,401	
Provision for doubtful trade receivables	(4,833,555)	(7,915,401)	
	28,136,930	9,136,575	
	28,357,009	22,974,273	
TRADE DEPOSITS AND SHORT TERM PREPAYMENTS			•
LC margin	2,233,720	5,154,800	
Security deposits	1,683,997	1,543,997	
Prepayments	696,449	192,368	
	4,614,166	6,891,165	
TAX REFUND DUE FROM GOVERNMENT			•
Sales tax	2,936,685	7,591,552	
Income tax	62,579,646	25,969,324	
	65,516,331	33,560,876	
CASH AND BANK BALANCES			
Cash in hand			
Local currency	173,195	139,065	
Foreign currency	505,657	578,555	
	678,852	717,620	•
With banks - in current accounts	1,110,889	826,362	
	1,789,741	1,543,982	

Unaudited	Audited
March 31,	June 30,
2020	2019

(Rupees)

Note

#### 15 LONG TERM FINANCING - SECURED

Diminishing musharakah arrangements

	Installment payable	Repayment period	Profit rate			
Bank Al-Habib Limited - Islamic banking	Quarterly	2017-21	0.50% above 6 months KIBOR	15.1	38,500,000	55,000,000
Bank Al-Habib Limited - Islamic banking	Quarterly	2019-24	0.75% above 6 months KIBOR	15.1	43,423,588	-
Bank Al-Habib Limited - Islamic banking	Quarterly	2019-24	1% above 6 months KIBOR	15.1	76,558,376	-
Meezan Bank Limited	Quarterly	2019-20	1% above 3 months KIBOR	15.2	4,940,984	12,352,457
Meezan Bank Limited	Quarterly	2019-21	1% above 3 months KIBOR	15.2	4,377,508	7,660,642
Meezan Bank Limited	Quarterly	2019-24	1% above 3 months KIBOR	15.2	7,077,570	8,404,614
Meezan Bank Limited	Quarterly	2019-24	1% above 3 months KIBOR	15.2	16,378,328	-
Meezan Bank Limited	Quarterly	2019-24	1% above 3 months KIBOR	15.2	5,191,301	-
Meezan Bank Limited	Quarterly	2019-24	1% above 3 months KIBOR	15.2	4,729,660	-
Meezan Bank Limited	Quarterly	2019-24	1.2% above 3 months KIBOR	15.3	86,990,709	102,342,012
					288,168,024	185,759,725
Less: Current portion shown		iabilities				
Bank Al-Habib Limited - Islam	iic banking			15.1	(48,662,659)	(55,000,000)
Meezan Bank Limited				15.2 & 15.3	(37,234,751) (85,897,410)	(36,497,270) (91,497,270)
					202,270,614	94,262,455

- 15.1 The Company has a long term loan arrangement with Bank Al-Habib Limited Islamic banking for an amount of Rs. 236.64 million (June 30, 2019: Rs. 110 million). The term of the loan is 5 years from the date of disbursement, repayable in 20 equal quarterly installments. During the period, the Company had made repayment of Rs. 23.17 million (June 30, 2019: Rs. 22 million) on which, profit was 13.53% to 13.99% (June 30, 2019: 7.40% to 13.55%) per annum. The Company has total facility of Rs. 416.47 million. Islamic finance under this diminishing musharakah is secured by a equitable mortgage of office property, first exclusive charge of particular machinery of the Company and personal guarantee of Chairman of the Board of Directors of the Company.
- 15.2 The Company has a long term loan arrangement with Meezan Bank Limited for an amount of Rs. 61.66 million (June 30, 2019: Rs. 34.45 million). The term of the loan is from 2 to 5 years from the date of disbursement, repayable in 8 to 20 equal quarterly installments. During the period, the Company had made repayment of Rs. 12.93 million (June 30, 2019: Rs. 6.04 million) on which, profit was 12.15% to 14.84% (June 30, 2019: 9.90% to 11.67%) per annum. The Company has total facility of Rs. 95 million. Islamic finance under this diminishing musharakah is secured by a first exclusive charge over particular machinery of the Company.
- **15.3** The Company entered into a long term loan arrangement with Meezan Bank Limited for an amount of Rs. 102.34 million. The term of the loan is 5 years from the date of disbursement, repayable in 20 equal quarterly installments started from August 2019. During the period, the Company had made repayment of Rs. 15.35 million on which, profit was 12.29% to 15.11%. The Company has total facility of Rs. 125 million. Islamic finance under this diminishing musharakah is secured by a first exclusive charge of specific machine and personal guarantee of Chairman of the Board of Directors and Chief Executive Officer.

THIRD QUARTER

Shield

		Note	Unaudited March 31, 2020 (Rup	Audited June 30, 2019 ees)
16	TRADE AND OTHER PAYABLES			,
	Creditors		102,786,006	48,078,999
	Accrued liabilities		7,132,451	8,748,767
	Retention Money		24,382	24,382
	Workers' welfare fund		402,773	1,712,586
	Workers' profit participation fund		883,008	4,596,699
	Advances from customers - unsecured		17,771,496	18,194,696
			129,000,116	81,356,129
17	SHORT TERM BORROWINGS - SECURED			
	From banking companies - secured Islamic mode			
	Murabaha finance	17.1	238,405,892	193,912,819
	Running Musharakah	17.1	256,241,991	187,004,382
			494,647,883	380,917,201

17.1 This represent short term financing i.e. murabaha and running musharakah obtained under profit arrangements and are secured against hypothecation of moveable fixed assets and hypothecation of current assets of the Company. The Company has murabaha financing facility of Rs. 600 million (June 30, 2019: Rs. 550 million) out of which Rs. 225 million (June 30, 2019: Rs 200 million) is interchangeable with running musharakah. In addition, the Company has running musharakah facility of Rs. 50 million (June 30, 2019: S0 million). During the period, profit rate on such arrangements ranged between KIBOR + 0.30% to KIBOR + 0.75% (June 30, 2019: KIBOR + 0.30% to KIBOR + 0.75%) per annum.

#### 18 PROFIT ACCRUED

#### **Shariah Arrangement**

Long-term financing from Banks		
Diminishing musharakah	6,068,597	3,173,229
	6,068,597	3,173,229
Short-term borrowings from Banks		
Murabaha financing	8,437,199	4,219,542
Musharakah financing	6,796,663	5,719,781
	15,233,862	9,939,323
	21,302,459	13,112,552

#### 19 CONTINGENCIES AND COMMITMENTS

#### 19.1 Contingencies

**19.1.1** There is no significant change in the status of contingencies as set out in the Company's condensed interim financial information for the period ended December 31, 2019.

#### 19.2 Commitments

- **19.2.1** The Company has letter of credit commitments for purchases amounting to Rs. 36.62 million (June 30, 2019: Rs. 62.26 million).
- **19.2.2** The Company has letter of credit and other commitments for capital expenditures amounting to Rs. 41.64 million (June 30, 2019: Rs. 163.67 million).

			Unaudited Nine months period ended		Unaudited Three months period ende		
			March 31, 2020	March 31, 2019	March 31, 2020	March 31, 2019	
		Note	(Rup	ees)	(Rup	bees)	
20	SALES - NET						
	Local						
	Baby Care		1,445,508,167	1,467,282,497	420,378,878	487,308,099	
	Oral Care		233,559,868	232,975,313	67,113,293	64,260,861	
	Sales tax		(246,311,570)	(251,324,384)	(71,488,010)	(83,041,420)	
			1,432,756,465	1,448,933,426	416,004,161	468,527,540	
	Discounts		(107,001,092)	(130,939,806)	(32,058,947)	(33,482,512)	
			1,325,755,373	1,317,993,620	383,945,214	435,045,028	
	Export						
	Baby Care		245,766	4,698,303	-	-	
	Oral Care		424,631	607,392		-	
		20.1	670,397	5,305,695	-	-	
			1,326,425,770	1,323,299,315	383,945,214	435,045,028	

#### 20.1 Summary of export sales during the period:

	Unaudited Unaudited				
			period ended		period ended
		March 31,	March 31,	March 31,	March 31,
		2020	2019	2020	2019
	Note	(Rup	pees)	(Rup	ees)
21	COST OF SALES				
	Raw & packaging materials consumed	665,828,351	490,424,612	174,001,756	161,374,249
	Salaries, wages and benefits	132,908,859	114,164,525	46,513,538	31,555,598
	Fuel and power	43,139,341	31,990,030	15,466,293	9,223,880
	Stores and spares consumed	29,180,457	19,760,388	6,131,761	8,425,970
	Depreciation	45,544,010	24,152,001	16,600,942	8,275,916
	Amortization	43,333	8,333	43,333	2,777
	Repairs and maintenance	12,163,810	11,340,390	4,400,475	3,977,478
	Traveling and conveyance	1,356,971	2,575,815	532,264	1,636,278
	Rent, rates and taxes Insurance	4,158,763 2,430,605	191,050 1,702,412	427,718 832,745	- 584,549
	Freight and octroi	1,949,868	162,447	598,400	59,017
	Printing and stationery	532,378	429,402	183,148	101,963
	Postage, telegram and telephone	1,002,292	1,026,601	306,391	371,484
	Others	1,916,171	1,963,053	423,848	848,654
		942,155,209	699,891,059	266,462,612	226,437,813
	Opening Inventory of work in process	19,439,910	12,282,326	26,972,696	25,746,686
	Closing Inventory of work in process	(16,414,317)	(22,691,105)	(16,414,317)	(22,691,105)
		3,025,593	(10,408,779)	10,558,379	3,055,581
		945,180,802	689,482,280	277,020,991	229,493,394
	Opening Inventory of finished goods	77,915,896	88,627,473	104,410,558	145,338,575
	Purchase of trading goods	65,970,647	297,203,711	21,519,440	82,727,719
	Closing Inventory of finished goods	(106,684,275)	(163,653,955)	(106,684,275)	(163,653,955)
		37,202,268	222,177,229	19,245,723	64,412,339
		982,383,070	911,659,509	296,266,714	293,905,733
21.1	Raw & packaging materials consumed				
				005 400 470	
	Opening stock	266,400,674	147,487,967	365,438,476	158,774,343
	Purchases	794,748,464 1,061,149,138	546,190,600 693,678,567	203,884,067 569,322,543	205,853,861 364,628,204
	Closing stock	(395,320,787)	(203,253,955)	(395,320,787)	(203,253,955)
		665,828,351	490,424,612	174,001,756	161,374,249
22	FINANCE COSTS			, ,	- ,- , -
	Shariah Arrangement				
	Profit on short term borrowings	44,963,573	19,113,994	16,445,901	8,767,658
	Rent on diminishing musharakah	31,634,320	5,981,721	10,761,233	2,355,520
	Guarantee commission	7,743	20,000	6,464	_,,
	Bank charges	361,171	301,365	149,066	41,423
		76,966,807	25,417,080	27,362,664	11,164,601
	Non-Shariah Arrangement				
	Interest on WPPF	34,503	155,898	-	-
	Guarantee commission	-	34,031	-	6,491
	Bank charges	15,196	7,606	12,321	5,214
		77,016,506	25,614,615	27,374,985	11,176,306
23	EARNINGS / (LOSS) PER SHARE - BASIC AND DILL	JTED			
	Profit / (Loss) for the period	(7,599,778)	13,506,733	(22,519,387)	12,645,854
	х <i>у</i> ,				
	Weighted average number of ordinary		(Number o	r snares)	
	shares in issue during the period	3,900,000	3,900,000	3,900,000	3,900,000
			(Rupe	es)	
	Earnings / (Loss) per share - basic and diluted	(1.95)	3.46	(5.77)	3.24
		(1.00)	0.10	(0.17)	0.2 1

Schield THIRD QUARTER REPORT

		Unaudited Nine months period ended		
		March 31,	March 31,	
		2020	2019	
24	CASH FLOW FROM OPERATIONS	(Rup	ees)	
24	CASH FLOW FROM OPERATIONS			
	Profit before taxation	20,517,703	52,823,064	
	Adjustments for:			
	Depreciation	49,634,752	26,849,293	
	Amortization	46,667	25,000	
	Loss on disposal of property, plant and equipment	179,075	731,372	
	Share of loss on equity accounted associate	279,664	-	
	Finance costs	77,016,506	25,614,615	
	Changes in:			
	Stores and spares	(7,985,451)	(2,914,671)	
	Stock-in-trade	(135,248,350)	(185,465,621)	
	Trade receivables	(5,382,736)	258,359	
	Loans and advances	(9,703,119)	(3,512,052)	
	Trade deposits and short term prepayments	2,276,999	31,521,331	
	Sales tax receivable	4,654,867	-	
	Trade and other payables	47,643,987	31,977,970	
	Cash flows used in operations	43,930,564	(22,091,340)	
25	CASH AND CASH EQUIVALENTS			
	Running musharakah - secured	(256,241,991)	(219,793,089)	
	Cash and bank balances	1,789,741	2,399,734	
		(254,452,250)	(217,393,355)	

#### 26 TRANSACTIONS AND BALANCES WITH RELATED PARTIES

The related parties comprise of associated undertakings, key management personnel and post employment benefit plan. The Company in the normal course of business carries out transactions with various related parties. All transactions with related parties are under agreed terms / contractual arrangements.

				udited s period ended	Unaudited Three months period ended	
Name and Nature of transaction	Nature of Relation	Basis of Relation	March 31, 2020	March 31, 2019	March 31, 2020	March 31, 2019
			(Rup	oees)	(Rup	oees)
Premier Agencies (Sale of goods)	Associated company	Common director	1,191,125,097	1,187,837,661	338,695,848	394,118,594
Premier Agencies (Reimbursement of expenses)	Associated company	Common director	120,960,862	87,539,795	42,157,582	32,664,362
Memon Medical Institute (Sale of goods)	Associated company	Common director	230,097	338,966	16,873	59,273
Pharmevo (Pvt) Limited (Sale of goods)	Associated company	Common director	3,407	-	3,407	-
Scitech Health (Pvt) Limited	Associated company	Common director	-	(476,898)	-	(339,589)
Loan obtained from di	irectors					
Mr. Muhammad Haroon Qassim	Director	Directorship	71,000,000	-		-
Mr. Muhammad Salman Qassim	Director	Directorship	17,300,000	-	-	-
Other Contribution to staff retirement benefit plans	Employees p	rovident fund	4,900,833	5,165,111	1,745,878	1,769,598
Remuneration and other benefits	KeyManagem	nentpersonnel	19,940,164	27,952,062	5,711,869	9,675,701

			Unaudited March 31, 2020	Audited June 30, 2019
26.1	PERIOD / YEAR END BALANCES	Note	(Rupees)	
	Receivable from related parties Loan from directors	11	220,079 110,000,000	13,837,698 21,700,000

#### 27 FINANCIAL RISK MANAGEMENT

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

#### 27.1 Financial instruments by category

Financial assets at amortized cost		
Deposits	6,556,927	6,355,387
Loan to employees	400,000	193,772
Trade receivables	28,357,009	22,974,273
Cash and bank balances	1,789,741	1,543,982
	37,103,677	31,067,414
Financial liabilities at amortized cost		
Long term financing	288,168,024	185,759,725
Trade and other payables	129,000,116	81,356,129
Profit accrued	21,302,459	13,112,552
Short term bank finances	494,647,883	380,917,201
	933,118,482	661,145,607

#### 28 FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Underlying the definition of fair value is the presumption that the Company is a going concern and there is no intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

IFRS 13 'Fair Value Measurement' requires the Company to classify fair value measurements and fair value hierarchy that reflects the significance of the inputs used in making the measurements of fair value.

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1 : Fair value measurements using quoted (unadjusted) in active markets for identical asset or liability.

Level 2 : Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 : Fair value measurements using inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

As of the reporting date, none of the financial instruments of the Company are carried at fair value.

The carrying values of all other financial assets and liabilities reflected in this condensed interim financial information approximate their fair values.

The Company has not disclosed the fair values for all other financial assets and financial liabilities, as these are either short term in nature or reprice periodically. Therefore, their carrying amounts are reasonable approximation of fair value.

#### 29 NUMBER OF EMPLOYEES

The number of employees as at period ended March 31, 2020 was 97 (June 30, 2019: 99) and average number of employees during the period was 95 (June 30, 2019: 102).

#### 30 DATE OF AUTHORIZATION FOR ISSUE

This condensed interim financial information was authorized for issue on April 16, 2020 by the Board of Directors of the Company.

#### 31 CORRESPONDING FIGURES

Corresponding figures have been rearranged and reclassified, wherever necessary for the purpose of comparison and better presentation. However, no significant reclassification has been made during the period.

#### 32 GENERAL

Amounts have been rounded off to the nearest thousands of rupees unless otherwise stated.

Chief Executive





Chief Financial Officer

Director



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