

MITCHELL'S®



First Quarter 2016

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Company Information

Board of Directors

S.M.Mohsin	Chairman- Non Executive Director
Mujeeb Rashid	Chief Executive officer
Syeda Sitwat Mohsin	Non Executive Director
Mehdi Mohsin	Executive Director
Rizwan Bashir	Non Executive Director
Moaz Mohiuddin	Independent, Non Executive Director
Umme Kulsum Imam	Non Executive Director
Syeda Maimanat Mohsin	Non Executive Director
Shazad Ghaffar	Non Executive Director
Pervez Hayat Noon	Non Executive Director
Jamal Nasim	Non Executive Director (NIT Nominee)

Audit Committee

Pervez Hayat Noon	Chairman
S.M.Mohsin	Member
Jamal Nasim	Member

Company Secretary/CFO

Nauman Munawar

Auditors

A.F. Ferguson & Company
Chartered Accountants

Legal Advisors

Minto & Mirza
78-Mozang Road, Lahore
Phone: (042) 36315469-70
Fax: (042) 36361531

Bankers

Habib Bank Limited
Askari Bank Limited
Allied Bank Limited
Standard Chartered Bank (Pakistan) Limited
MCB Bank Limited
National Bank of Pakistan

Share Registrar

Corplink (Private) Limited,
Wings Arcade, 1-K (Commercial)
Model Town, Lahore
Phone : (042) 35839182, 35887262,
Fax: (042) 35869037

Corporate Office

40-A, Zafar Ali Road, Gulberg V, Lahore
Phones: (042) 35872392-96,
Fax: (042) 35872398
E-Mail: ho@mitchells.com.pk
Website: www.mitchells.com.pk

Factory, Regional Sales

Office (Central) & Farms

Renala Khurd, District Okara, Pakistan
Phones: (044) 2635907-8, 2622908
Fax: (044) 2621416
E-Mail: rnk@mitchells.com.pk
rsoc@mitchells.com.pk

Regional Sales Office (North)

Plot No. 111, Street No. 10, I - 9/2,
Industrial Area, Islamabad
Phones: (051) 4443824-6
Fax : (051) 4443827
E-Mail: rson@mitchells.com.pk

Regional Sales Office (South)

Mehran VIP II, Ground Floor,
Plot 18/3 Dr. Dawood Pota Road, Karachi
Phones: (021) 35212112, 35212712
& 35219675
Fax: (021) 35673588
E-Mail: rsos@mitchells.com.pk

Directors' Review

The company's net sales of Rs.449 million during the quarter was an 11% improvement over the corresponding period of last year resulting from efforts made by our sales and distribution system to improve trade penetration. Export sales of the company also showed a healthy growth of 18%.

Gross profit of Rs. 114 million against Rs. 101 million last year was positively affected by productivity gains in our manufacturing operations.

Profit from operations at Rs. 20 million against Rs. 17 million of last year first quarter was achieved after accounting for higher cost of promotional activities at the trade level.

Profit before tax for the quarter was helped by lower finance cost compared to the corresponding quarter last year.

For and on behalf of
the Board of Directors

Lahore: January 27, 2016

Mujeeb Rashid
Chief Executive Officer

Condensed Interim Balance Sheet

As at December 31, 2015 (Un-audited)

	Note	December 31 2015 Rupees	September 30 2015 Rupees
EQUITY AND LIABILITIES			
CAPITAL AND RESERVES			
Authorised capital 20,000,000 (2015: 20,000,000) ordinary shares of Rs 10 each		78,750,000	78,750,000
Issued, subscribed and paid up capital 7,875,000 (2015: 7,875,000) ordinary shares of Rs 10 each		78,750,000	78,750,000
Reserves		9,635,878	9,635,878
Unappropriated profit		491,610,296	484,201,186
		579,996,174	572,587,064
NON-CURRENT LIABILITIES			
Deferred liabilities		162,485,312	157,720,242
Long term finance		95,999,999	106,666,665
		258,485,311	264,386,907
CURRENT LIABILITIES			
Current portion of long term finance		42,666,668	42,666,668
Short term running finances-secured		432,132,419	376,641,761
Creditors, accrued and other liabilities		108,862,180	105,114,723
Accrued finance cost on short term running finances		4,277,234	6,620,240
		587,938,501	531,043,392
CONTINGENCIES AND COMMITMENTS			
	9	1,426,419,986	1,368,017,363

	December 31 2015 Rupees	September 30 2015 Rupees
ASSETS		
NON-CURRENT ASSETS		
Property, plant and equipment	703,837,175	696,321,121
Intangible assets	1,904,635	2,254,228
Biological assets	8,796,573	8,795,333
Long term receivables	1,974,780	1,974,780
	716,513,163	709,345,462
CURRENT ASSETS		
Stores, spares and loose tools	28,154,968	29,549,570
Stock in trade	329,697,966	313,067,277
Trade debts	88,249,745	109,963,834
Advances, deposits, prepayments and other receivables	235,520,326	192,875,011
Cash and bank balances	28,283,818	13,216,209
	709,906,823	658,671,901
	1,426,419,986	1,368,017,363

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer

Condensed Interim Profit and Loss Account

For the Quarter Ended December 31, 2015 (Un-audited)

	December 31 2015 Rupees	December 31 2014 Rupees
Sales	449,424,092	405,546,087
Cost of sales	(335,711,710)	(304,884,632)
Gross profit	113,712,382	100,661,455
Administration expenses	(26,058,522)	(24,203,784)
Distribution and marketing expenses	(69,332,755)	(60,984,694)
Other expenses	(1,046,678)	(551,268)
Other income	2,971,125	2,265,438
Profit from operations	20,245,552	17,187,147
Finance cost	(9,661,109)	(14,114,583)
Profit before tax	10,584,443	3,072,564
Taxation	(3,175,333)	(958,110)
Profit for the year	7,409,110	2,114,454
Earnings per share	0.94	0.27

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer

Condensed Interim Statement of Comprehensive Income

For the Quarter Ended December 31, 2015 (Un-audited)

	December 31 2015 Rupees	December 31 2014 Rupees
Profit for the period	7,409,110	2,114,454
Other Comprehensive Income for the period	-	-
Total comprehensive income for the year	7,409,110	2,114,454

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer

Condensed Interim Cash Flow Statement

For the Quarter Ended December 31, 2015 (Un-audited)

	December 31 2015 Rupees	December 31 2014 Rupees
Cash flow from operating activities		
Profit before taxation	10,584,443	3,072,564
Adjustment for		
Depreciation on property, plant and equipment	16,447,605	15,032,680
Amortization on intangibles	349,593	122,238
Provision for retirement benefits	5,771,523	5,771,523
Finance cost	9,661,109	14,114,583
Profit before working capital changes	42,814,273	38,113,588
Effect on cash flow due to working capital changes		
(Increase) / decrease in stores, spares and loose tools	1,394,602	(1,742,762)
(Increase) / decrease in stock-in-trade	(16,630,689)	30,031,038
(Increase)/decrease in trade debts	21,714,089	9,129,529
(Increase) / decrease in advances, deposits, prepayments and other receivables excluding income tax	(33,850,393)	(1,438,390)
(Decrease)/ Increase in creditors, accrued and other liabilities	3,747,457	(57,057,893)
	(23,624,934)	(21,078,480)
Cash generated from operations	19,189,339	17,035,108
Finance cost paid	(12,004,115)	(15,197,440)
Retirement benefits paid	(1,006,453)	(1,926,787)
Tax paid	(11,970,254)	(9,717,926)
Net cash (used in)/ from operating activities	(5,791,483)	(9,807,045)
Cash flows from investing activities		
Fixed Capital Expenditure	(23,964,899)	(36,996,636)
Net cash used in investing activities	(23,964,899)	(36,996,636)

	December 31 2015 Rupees	December 31 2014 Rupees
Cash flows from financing activities		
Long Term loan (repaid) / acquired	(10,666,667)	-
Net cash (used in)/ from financing activities	(10,666,667)	-
Net (decrease) / increase in cash and cash equivalents	(40,423,049)	(46,803,679)
Cash and cash equivalents at beginning of the period	(363,425,552)	(297,659,451)
Cash and cash equivalents at the end of the period	(403,848,601)	(344,463,130)

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer

Condensed Interim Statement of Changes in Equity

For the Quarter Ended December 31, 2015 (Un-audited)

	Share capital	Share premium	General reserve Rupees	Accumulated profit	Total
Balance as at September 30, 2013-restated	63,000,000	9,335,878	300,000	447,284,403	519,920,281
Total Comprehensive Income for the quarter bonus shares	-	-	-	26,003,072	26,003,072
Balance as at December 31, 2013-restated	63,000,000	9,335,878	300,000	473,287,475	545,923,353
Transfer to reserve for issuance of bonus shares	-	-	15,750,000	(15,750,000)	-
Issuance of bonus shares	15,750,000	-	(15,750,000)	-	-
Final dividend for the year ended September 30, 2013 at Rs. 7.5 per share	-	-	-	(47,250,000)	(47,250,000)
Total Comprehensive Income for nine months	-	-	-	80,239,911	80,239,911
Balance as at September 30, 2014	78,750,000	9,335,878	300,000	490,527,386	578,913,264
Total Comprehensive Income for the quarter	-	-	-	2,114,454	2,114,454
Balance as at December 31, 2014	78,750,000	9,335,878	300,000	492,641,840	581,027,718
Final dividend for the year ended September 30, 2014 at Rs. 5.00 per share	-	-	-	(39,375,000)	(39,375,000)
Total Comprehensive Income for nine months	-	-	-	30,934,346	30,934,346
Balance as at September 30, 2015	78,750,000	9,335,878	300,000	484,201,186	572,587,064
Total Comprehensive Income for the Quarter	-	-	-	7,409,110	7,409,110
Balance as at December 31, 2015	78,750,000	9,335,878	300,000	491,610,296	579,996,174

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer

Selected Notes to the Condensed Interim Financial Information

For the Quarter Ended December 31, 2015 (Un-audited)

1. Mitchell's Fruit Farms Limited is a public company incorporated in Pakistan and listed on Pakistan Stock Exchanges. Its primary objective is to manufacture and sell various Farm and Confectionery products.
2. These accounts are unaudited and are being submitted to the shareholders, in accordance with the requirements of the Companies Ordinance, 1984.
3. The accounting policies adopted for the preparation of quarterly accounts for the period ended December 31, 2015 are the same which were applied in the preparation of preceding annual published accounts of the company.
4. The interim financial report has been prepared in compliance with International Accounting Standard No. 34, as applicable in Pakistan, in all material respects.
5. Provision in respect of taxation is based on estimated average annual effective income tax rate consistent with the annual assessment of taxes.
6. Provision in respect of Workers' Welfare Fund and Workers' Profit Participation Fund are estimated and these are subject to adjustment in the annual audited financial statements.
7. Previous period's figures have been restated, wherever necessary, for the purpose of comparison.

	December 31 2015 Rupees	December 31 2014 Rupees
8. Cash and cash equivalents		
Cash and bank balances	28,283,818	26,379,293
Short term running finances	(432,132,419)	(370,842,423)
	(403,848,601)	(344,463,130)

9. Contingencies and commitments

9.1 Contingencies

There has been no significant change in contingencies since September 30, 2015.

9.2 Commitments

Commitment in respect of capital expenditure is Rs. Nil (2014: Rs. Nil).

10. The company purchased from associated undertaking goods and services amounting to Rs. 1.11 million.

S. M. Mohsin
Chairman

Mujeeb Rashid
Chief Executive Officer



For the Taste of Natural Goodness

INCORPORATED IN 1933

Citrus fruit growers and makers of premium quality Squashes, Syrups, Fruit Drinks & Nectars, Jam, Jellies, Marmalade, Tomato Ketchup, Sauces, Pickles, Vinegars, Canned Foods, Pastes & Pulps, Sugar Confectioneries, Chocolates and Sugar-free products.

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