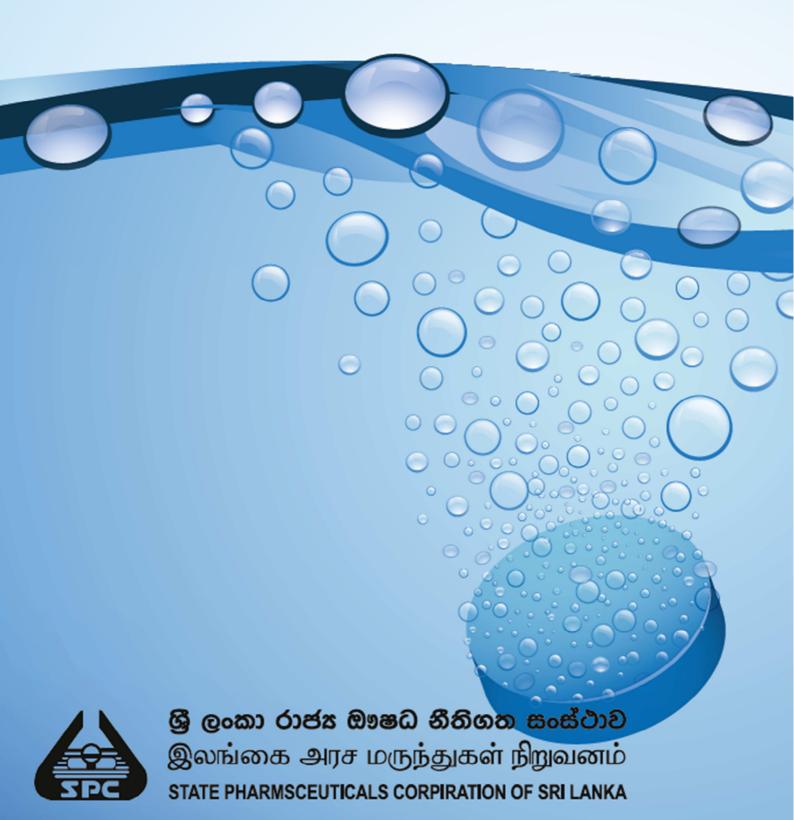
# 2014

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# YOUR HEALTH IS OUR CONCERN



# **OUR VISION**

To become the prime partner in developing a healthier Nation

# **OUR MISSION**

To be the leading healthcare organization serving the general public of Sri Lanka by providing safe, effective and high-quality medical products and health services at affordable prices, while promoting the usage of generic drugs.

# **OUR GOALS**

Services to the people is foremost

Quality and safety

Integrity never to be compromised

Reliable partner and effective team player

Passion for performance excellence

Innovation, the lifeblood

# **OUR SLOGAN**

Your health is our concern

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA FINANCIAL HIGHLIGHTS

| DESCRIPTION                         | 2014<br>Rs: ' 000 ' | 2013<br>Rs: ' 000 ' | Variation (%) | 2012<br>Rs: ' 000 ' |
|-------------------------------------|---------------------|---------------------|---------------|---------------------|
| Revenue - SPC                       | 4,865,151           | 4,320,300           | 12.6          | 4,283,232           |
| Supplies to DHS                     | 17,269,008          | 16,815,666          | 2.7           | 16,608,492          |
| Total Revenue                       | 22,134,159          | 21,135,966          | 4.7           | 20,891,724          |
| Gross Trading Profit SPC            | 1,247,074           | 1,136,403           | 9.7           | 991,541             |
| Gross Surplus DHS                   | 1,333,198           | 1,185,004           | 12.5          | 1,193,214           |
| Gross Surplus                       | 2,580,272           | 2,321,407           | 11.2          | 2,184,755           |
| Other Income                        | 25,738              | 17,537              | 46.8          | 15,105              |
| Administrative Expenses             | (969,744)           | (786,904)           | (23.2)        | (670,635)           |
| Other Operating Expenses            | (749,825)           | (791,794)           | 5.3           | (745,230)           |
| Finance Cost                        | (124)               | (227)               | 45.4          | (17)                |
| Overdraft Interest                  | (149,659)           | (1,384)             | -             | (290,877)           |
| Finance Income                      | 4,896               | 4,357               | 12.4          | 3,959               |
| Profit Before Tax                   | 741,554             | 762,993             | (2.8)         | 497,060             |
| Treasury Levy                       | (75,000)            | (50,000)            | (50.0)        | -                   |
| Defined Benefit Plan                | (212,044)           | (31,573)            | (571.6)       | (14,281)            |
| Taxation                            | (192,145)           | (320,008)           | 40.0          | (205,282)           |
| <b>Total Comprehensive Income</b>   | 262,365             | 361,410             | (27.4)        | 277,497             |
| Retained Earnings                   | 4,270,528           | 4,008,164           | 6.5           | 3,646,754           |
| Contributed Capital & Reserve       | 125,117             | 125,117             | -             | 125,117             |
| Non Current Assets                  | 2,138,973           | 1,858,832           | 15.1          | 1,698,279           |
| Current Assets                      | 5,124,192           | 12,627,902          | (59.4)        | 13,320,275          |
| Non Current Liabilities             | 372,219             | 158,803             | 134.4         | 124,558             |
| Current Liabilities                 | 2,495,299           | 10,194,650          | (75.5)        | 11,122,124          |
| Net Current Assets                  | 2,628,893           | 2,433,252           | 8.0           | 2,198,151           |
| RATIOS                              |                     |                     |               |                     |
| Gross Profit Ratio (%) SPC          | 25.6                | 26.3%               |               | 23.2%               |
| Gross Profit Ratio (%) DHS          | 7.7                 | 7.05%               |               | 7.2%                |
| Gross Surplus to Sales (%)          | 11.7                | 11%                 |               | 10.5%               |
| Return on Capital Employed (%)      | 18.7%               | 17.8%               |               | 20.2%               |
| Interest Cover ( times)             | 6.0                 | 552.3               |               | 2.7                 |
| Equity to total Assets (times)      | 1:1.6               | 1:3                 |               | 1:4                 |
| Turnover to Capital Employed (time) | 1:0.2               | 1:5.1               |               | 1:5.7               |
| Current Ratio ( time )              | 1:2.05              | 1:1.2               |               | 1:1.2               |
| Liquidity Ratio ( time )            | 1:1.5               | 1:1.07              |               | 1:1.2               |
| Stock Turnover Ratio -SPC (time)    | 2.9                 | 2.6                 |               | 4.0                 |
| OTHER INFORMATION                   |                     |                     |               |                     |
| Number of Employees                 | 849                 | 817                 |               | 785                 |
| Earning per Employee (Rs.)          | 873                 | 934                 |               | 633                 |
| Sales per Employee (Rs.)            | 26,071              | 25,870              |               | 26,614              |

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA NEW MANAGEMENT – from January 2015



# Mr. Sarath Liyanage - Chairman

Attorney – at – Law and Commissioner for Oaths with over 30 years of experience

In practice appeared in all courts up to the Supreme Court. Appeared throughout the Special Presidential Commission re–explosion in Kayts where Generals Kobbekaduwa and Wimalaratne were killed. Appeared throughout in international Commission consisting of two Chief Justices and a Knight which held sittings in Common Wealth Hall, London.

Experience in state Institutions as the Executive Director and the Chairman.

Consultant (Legal) for a prominent Group of Companies and also a Company Director.

Being the President of the P.M.E Trust for the needy in Sri Lanka, a non-political organization, has rendered and continue to serve the needy people in Sri Lanka.

He has been serving as the Chairman of State Pharmaceuticals Corporation since January 2015.



# **Dr. M.H.M Rumie – Managing Director**

Dr. Rumie has a PhD. & a Msc. holder in Engineering Sciences especially in Computers, Computer systems and Networks from Technical University of Ukraine. Dr Rumie was appointed as Junior Lecturer at National Technical University of Ukraine and has also contributed voluntary as a Director in Alif International School Dharga Town (Srilanka).

Dr. Rumie, who has more than 10 years of managerial experience presently function as the Chairman & Managing Director of Ceylon Tea Land (Pvt) Ltd, Royal Packaging Solutions (pvt) Ltd, Trend Ceramics (pvt) Ltd, Contronics Lanka (pvt) Ltd, and as a Managing Partner at Skill Enterprise.

He is also well experienced in trading and has participated in more than 50 exhibitions on behalf of Ceylon Tea Land (pvt) Ltd for promotion of Ceylon Tea organized by Sri Lanka Tea Board and Export Development Board of Sri Lanka.

He has been serving as the Managing Director of State Pharmaceuticals Corporation since January 2015.

# BOARD OF DIRECTORS AND CORPORATE INFORMATION BOARD OF DIRECTORS

#### Professor S D Jayaratne - Chairman

Professor S D Jayaratne is a Specialist Doctor in General Medicine, by profession. He is a professor in Medicine at the Department of Medicine, University Of Sri Jayawardenepura, an Honorary Consultant Physician, Colombo South Teaching Hospital and a Visiting Consultant Physician at the Police Hospital, Colombo. He is also the Chairperson of the Board of Management of Post Graduate Institute of Medicine, Colombo and Member of Sri Lanka Medical Council.

He was a Director of the State Pharmaceuticals Corporation of Sri Lanka since December 2005 which office he held till 13<sup>th</sup> may 2010. He was appointed the Chairman of the State Pharmaceuticals Corporation of Sri Lanka with effect from 14<sup>th</sup> may 2010. He also functions as the Chairman/Managing Director of the State Pharmaceuticals Manufacturing Corporation.

#### Mr. R L Dharmathilleke - Managing Director

Mr. R L Dharmathilleke is an hotelier with more than 26 years local and foreign experience in hotel management and tourism industry, holding a Diploma in Catering and Hotel Management from Clare mount Hotel School.

He served as the Working Director of State Pharmaceuticals Corporation for one year prior to his appointment as the Managing Director from May 2010.He is also a member of the Board of Directors of the State Pharmaceuticals Manufacturing Corporation till May 2013. Mr. Dharmatilleke is Justice of Peace (All Island)

#### Mr. Mervin Gunasena - Director

Mr. Mervin Gunasena holds L.L.B (Bachelor of Law) degree, M.A (Sociology) and He is an experienced lawyer and Attorney – at Law at Colombo and Matara Bars. He has at various times served on a number of Statutory Bodies including as executive Director of Central Engineering Consultancy Bureau, as Deputy General Manager (Operation) - Social Security Board, Director General of Central Environment Authority and as the Chairman of Agriculture and Agrarian Insurance Board.

# Mr. S.M.N Lalith Senanayake - Director

Mr. Lalith Senanayake is a fellow of the Institute of Chartered Accountants of Sri Lanka. He holds Special Degree in Public Administration -University of Sri Jayawardanapura, Higher National Diploma in Management Studies - The Open University of Sri Lanka. Mr. Senanayake was appointed as a Director of SPC in May 2010. He presently functions as Director of Financial Consultants & Allied Services (Pvt) Ltd and Central Engineering Consultancy Bureau. He is senior partner of Tudor V Perera & Co, Chartered Accountants.

He has at various times served on the Boards of a number of Statutory Bodies and Corporations including State Timber Corporation, Ceylon Fertilizer Company Limited, and Paddy Marketing Board.

# Professor Ranjanie Gamage - Director

Visiting Professor, Post Graduate Institute of Medicine, University of Colombo and Senior Consultant Neurologist attached to the Institute of Neurology, National Hospital of Sri Lanka. She is the founder President of the Association of Sri Lankan Neurologists, President of the Sri Lanka League against Epilepsy and Chairperson of the Epilepsy Task Force. She is a Council Member of the Sri Lanka Medical Council and Member of National Education Commission, Member of Board of Management of PGIM, Chairman on specialty board of Neurology.

#### Dr. Palitha Mahipala - Director

Dr. P.G. Mahipala is the Director General of Health Services. He is board certified as a specialist in medical administration by the Post Graduate Institute of Medicine. Dr. Mahipala holds degree of Master in Community Medicine, Master in Business Administration, Doctor of Medicine in Medical Administration and Post Graduate Diploma in Economic Development & Public Management. He is also the board member in the director boards of Water Supply & Drainage Board, State Pharmaceuticals Manufacturing Corporation, Vijaya Kumarathunga Hospital, Sri Jayawardanapura Hospital, Sri Lanka Transport Medical Board, and National Authority on Tobacco & Alcohol.

#### Ms. K.V.C. Dilrukshi - Director

Ms. K.V.C. Dilrukshi holds Special Degree in Accounting and Financial Management - University of Sri Jayawardanapura and she is an Associate Member of the Institute of Chartered Accountants of Sri Lanka. She joined the Department of Public Enterprises in 2005 and held the posts of Assistant Director

She is also a member of the Board of Directors of the National Engineering Research and Development Centre N.E.R.D.C.

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA CORPORATE INFORMATION

#### **Board of Directors**

Prof. S.D Jayaratne Chairman

Mr. R.L. Dharmatilleke Managing Director

Dr. P.G. Maheepala Director
Prof. Ranjanie Gamage Director
Mr. Mervin Gunasena Director
Mr. Lalith Senanayake Director

Ms. M.R.R. Abayawickrama Director (Till 28.05.2014)

Ms. K.D.A Munasinghe Director (From 04.06.2014 to 01.08.2014)
Ms. K.V.C Dilrukshi Director (From 02.10.2014 to 31.12.2014)

# **Audit Committee**

Ms. M.R.R. Abayawickrama Chairman (Till 28.05.2014)

Ms. K.D.A Munasinghe Chairman (From 04.06.2014 to 01.08.2014)
Ms. K.V.C Dilrukshi Chairman (From 02.10.2014 to 31.12.2014)

Prof. Ranjani Gamage Director Mr. Mervin Gunasena Director Mr. Lalith Senanayake Director

#### **Auditors**

Auditor General, Auditor General's Department, No.306/72, Polduwa Road, Battaramulla.

# **Bankers**

# **Bank of Ceylon**

Corporate Branch, Bank of Ceylon Mawatha, Colombo 1.

#### People's Bank

International Division, P O Box 437, ANCL. Bldg. D R Wijewardana Mawatha, Colombo 10.

#### **Standard Chartered Bank**

P O Box 112, 37 York Street, Colombo 1.

# Commercial Bank of Ceylon Ltd.

City Office, 98 York Street, Colombo 1.

# **Registered Office**

No.75 Sir Baron Jayatillake Mawatha, Colombo 1.

# **Date of Incorporation**

September 22, 1971

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA MANAGEMENT TEAM



# Mr. K M D R Dassanayake - General Manager

Mr.Dinusha Dassanayake joined the SPC as a Management Trainee on 01/12/1999 and presently holds the General Manager's position w.e.f 01/06/2009. He is a graduate of B.com (Special) in International Trade, from the University of Sri Jayawardenapura. He holds a Masters degree in International Cooperation from Nagoya University, Japan. He is an attorney-at-Law. He has also obtained Post Attorney Diploma in International Trade Law from Institute of Advance Legal Studies of Sri Lanka Law Collage and He is an Accredited Commercial Mediator.



# Mr. Madura Kuruppu - Deputy General Manager (Technical, Laboratory & Production)

Mr. Madura Kuruppu joined the SPC as the Manager (Technical & Laboratory Division) in 1997 & presently holds the Deputy General Manager -Technical, Laboratory & Production position. He functioned as the Deputy General Manager (Marketing) from 2006 – 2014 before reverting back to Technical, Laboratory & Production Division as the Divisional Head in 2014. He counts 35 years of experience in production, Quality Control, Administration & Marketing in the state & private sector organizations; He holds BSc degree from University of Colombo & also possesses the post Graduate Diploma in Industrial Engineering from NIBM and Post Graduate Diploma in Analytical Chemistry from University of Colombo.



# Mr. Mahinda Gamage - Deputy General Manager (Finance)

Mr. Gamage joined the SPC as the Deputy General Manager (Finance) on 01/02/2001. He has 34 years' experience in the field of Accounting, Finance, Costing, Management Accounting and Financial Management. He is a fellow of CIMA London and also Member of CMA Australia. He is a holder of MBA from University of Colombo and Associate Member of SLIM Sri Lanka. He is a member Chartered Institute of Ship Brokers London.



# Mrs. W A S D K Perera - Deputy General Manager (Marketing)

Mrs. W A S D K Perera joined the SPC in December 1984, Deputy General Manager (Marketing) from 01/11/2004 to 01/06/2006 and Deputy General Manager (Technical, Laboratory & Production) from 01/06/2006 to 01.08.2014 and presently holds Deputy General Manager (Marketing) from 01.08.2014. She holds a Bachelor of Science (Physical Science) Degree, Diploma in Management, Diploma in Business Management and Master of Business Administration. She is also a registered pharmacist.



# Mr. H G W Dharmasena - Deputy General Manager (Human Resources & Administration)

Mr. H G W Dharmasena joined the SPC in February 1982 and presently holds the position of Deputy General Manager (Human Resources & Administration).

He has a BLE Degree and a Masters Degree in Business Studies from the University of Colombo. He also has a Diploma in Purchasing & Material Management from the Institute of Supply and Material Management and has over 10 years of experience in management of stores operations too.



# Mrs. P K S S Kulasuriya – Acting. Deputy General Manager (Procurement & Imports)

Mrs. P K S S Kulasuriya joined the SPC as a Management Trainee in 1997 and held the position of Acting Deputy General Manager (Procurement & Imports) from August 2011. She has obtained her BSc degree in Bio Science and Masters Degree in Business Administration from the University of Colombo. She has also obtained a Diploma in Purchasing & Material Management from the Institute of Supplies & Materials. She is a Corporate Member of the Institute of Supply & Materials Management.

# **MANAGEMENT TEAM** - Senior Management

Mrs. S.M.A.D.S.H. Sammandapperuma Management Accountant

Mrs. P.D. Gunasekara Accountant - Payments

Mrs. P.D. Dassanayake Manager - Imports

Mrs. K. G. C. Shanthimala Manager – Technical

Mr. U. Lokusuriya Internal Auditor

Mrs. P. K. Wijeratne Manager - Quality Assurance Laboratory

Mr. D. P. Ajith Liyanage Manager - Management Information Systems

Mrs. C. K. Jayawardena Manager – Administration (Till 25.06.2014)

Mr. M. A. V. I. Kumarasiri Field Manager (Monitoring of Distribution Systems)

Mr. W. U. Samaranayake Manager - Osu Sala, Colombo 7

Mr. P.K.R. Fernando Manager Wharf

Miss. C.S. Withanage Manager Sales

Mrs. H.H.Piyadigama Accountant – Stock & Pricing

Mrs. D.N.Devasurendra Accountant - Revenue

Mrs. P.A.U.Wijewardana Legal Officer & Secretary to the Board

Mr. P.M.B.R.Somathilaka Manager – Production

Mrs. M.W.Pushpa Jennet Manager – Human Resources

Mrs. A.H. Alwis Manager – Post Delivery Operation
Mr. S.L de S. Jeewakaratna Manager – Sales (Till 06.06.2014)

Miss. N.K.A.P. Gunathilake Manager – Promotion & Publicity

Mr. D.G. D. J. Pushpakumara Manager – Stores & Inventory Control

Mr. W.A.S. Wickramarachchi Manager – Research & New Project

Mr. A.P. Hapangama Accountant - Financial Accounting

Mrs. M.B. Jayawardana Manager – Stores & Inventory Control Mr. H.D.N.R. Gunasekara Manager – Osusala, Colombo 04.

Mr. D.J. Peiris Manager – Osusala, Panadura. (Till 19.06.2014)

Mr. D.R. Kuruppumullage Manager - Osusala, Colombo 01.

Mrs.L.W.Damayanthi Accountant – Salaries

Mr. D.K.A.P. Dassanayake Manager – Administration
Mrs.M.A.S. Karunaratne Accountant - Rajya Osusala

Mr.K.D.F.N.Perera Manager - Sales



# **CHAIRMAN'S MESSAGE**

It is a privilege for me to pen down this for the Annual Report of the State Pharmaceuticals Corporation – 2014 as present Chairman of the Corporation.

Though I have assumed duties as Chairman of this Corporation after the concerned period for this Annual Report, I would like to declare the year 2014 as a mixed one with ups and downs based on the financial statements presented and other performance indicators. However, Corporation has achieved overall success by recording Rs 741 Million profit before tax and Rs 549 Million profit after tax by maintaining their status as profitable state owned business entity.

Though there was a setback in profitability of some of the Osu Sala outlets, operating as service centers the Corporation managed to get it compensated by its outstanding performance with Distributor and Franchise sales. This is a good example of how state organizations should operate with balancing its commercial and service oriented goals and objectives.

As the long awaited National Drug Policy has become a reality in this year, the Corporation has to play a vital role in implementation of the said policy and I am sure that it has the capacity and strength to do their duty towards the Nation.

I would like to take this opportunity to thank former Minister of Health and present Minister of Health & Indigenous Medicine for all good guidance and support rendered to the Corporation in achieving its goals. Also we should be grateful to Secretary of the Ministry and all other Ministry officials for their cordial relationship in our operations.

Finally, I would like to congratulate Management and staff of the Corporation for their achievements in the year 2014 and wish them every success for 2015 and future years.

Sarath Liyanage Chairman



# MANAGING DIRECTOR'S REVIEW

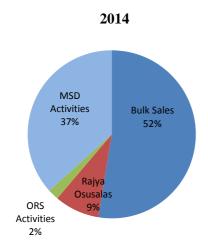
It is with great pleasure to present the financial result of the corporation for the year ended 31<sup>st</sup> December 2014, where we recorded highest ever turnover during this year.

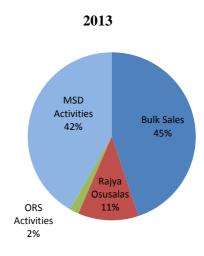
# **Profitability**

2014 yet another successful years for State Pharmaceuticals Corporation. SPC recorded highest ever turnover Rs 22,134 million during the year under review. It is an increase of 4.7% in comparison with the turnover of Rs.21, 135 million recorded in 2013. Expanding SPC distribution channels by way of appointing new distributors and increased in supplies to MSD, were the major reasons for the sales growth during the year.

The Corporation has appointed 07 new franchised osusala outlets and 02 distributors in order to expand the areas where SPC is currently not operating. With the view of strengthening the Rajya Osusala network, SPC established Rajya Osusala Outlets in Borella, Embilipitiya and Fort Railway Station during the year 2014. At the end of the year, there were altogether 31 Rajya Osusala Outlets, 195 Franchised Osusala Outlets, 54 Distributors and 10 Authorized Retailers are in operation for open market sales.

During the year under review, healthcare items to the tune of Rs.17,269 million had been supplied to the Medical Supplies Division, which is a 2.7% increase against the Rs. 16,815 million in 2013.



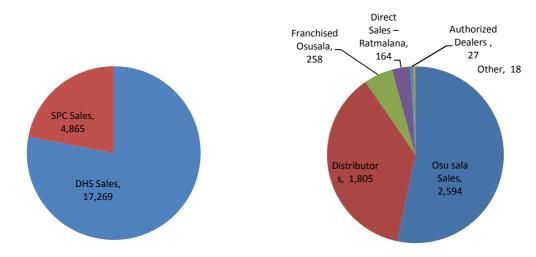


#### Taxation and contribution to the Government

SPC contributed total Rs.442 Million to the Government coffers by paying 305.7 million as Income Tax, Rs.61.3. million as Deemed Dividend Tax, & Rs. 75 million as Treasury levy (Dividend).

# Sales Analysis 2014 (million)

Total Sales SPC Sales



# **Promotion SPC Generics**

As a tribute to the founder Chairman of SPC Professor Senaka Bibile, we are contributing with the "Senaka Bibile Commemoration Scholarship Program" to the Medical Students who performed best in the Pharmacology in each of the seven Medical Faculties of the Universities in Sri Lanka. Apart from the above, awareness to the general public in the availability of generic drugs and the rational use of drugs were carried through TV programs, print media, clinical meetings, workshops and sponsoring of medical activities. As a 'CSR' project, 'SPC' has contributed Computers, Books & Other infrastructure facilities to under privileged Schools.

# **Technical & Laboratory**

SPC continued its commitment towards maintaining the quality standard of the Products marketed by SPC. To ensure this all SPC drugs are tested in four stages "Tender Samples", "Pre Shipment Samples", "Pre Distribution Samples" and "Post Delivery Samples". SPC Laboratory tests tender samples of 'MSD' supplies too.

# **Human Resources Development**

The success of the SPC is heavily dependent on our experienced, motivated and professional work force. Their fullest support, dedication and commitment have made a positive contribution to the growth of the SPC. In keeping with a primary objective of the "Enhancement of knowledge, skills & attitude of the employees" in the year 2014', Human Resources Department has identified skill gaps of our existing staff by using Training needs analysis & skill Matrix. Accordingly we were able to design a training plan to cater to our staff's requirements especially several in- house training programs, workshops, seminars, short courses and outward Bound training programs.

Other than the above said programs, the Corporation has sponsored for several local training programs, almost 450 employees were attended during 2014.

# Acknowledgement

I take this opportunity to thank our management team & the staff in all categories for their dedicated service rendered to the corporation to achieve the growth that has been recorded. I would like to offer a special appreciation for the osusala staff for their untiring efforts by issuing drugs to patients of Government Hospitals during periods when the Hospital Pharmacists were on strike. Also, I would like to thank Hon. Minister of Health & Indigenous Medicine, Officials to Ministry of Health & Ministry of finance for their guidance & support rendered to me during the year.

Dr.M.H.M Rumie **Managing Director** 

#### REPORT OF THE DIRECTORS

The directors of the State Pharmaceuticals Corporation present herewith the audited financial statements for the year ended 31 December 2014.

The Financial Statements of the Corporation was submitted to the Auditor General on 02nd March 2015 in accordance with the Section 6.5.1 of Public Enterprises Guidelines, issued by the Director General of the Department of Public Enterprises in the General Treasury.

# **Formation**

State Pharmaceuticals Corporation (SPC) was established under the Section 2 of State Industrial Corporations Act No. 49 of 1957 by the Gazette notification published in the Government Gazette No.14976/8 of 22nd September 1971, under an order made by the Minister of Industries and Scientific affairs with the approval of the Government of Sri Lanka. Initial capital of the corporation was Rupees one million.

#### **Accounting Policies**

The accounting policies adopted in the preparation of the financial statements are given on the pages 22 to 29.

#### Results

The results for the year and the Changes in Equity are set out in the Income Statement and in the Statement of Changes in Equity.

#### **Review of Business**

The state of affairs of the Corporation as at 31 December 2014 is set out in the Statement of Financial Position and assessment of the Corporation during the financial year is given in the Managing Director's Report.

# Property, Plant & Equipment

Property, Plant and Equipment is stated at cost net of accumulated depreciation. The movements in Property, Plant & Equipment during the year are set out in Note 16. to the financial statements. The value shown therein is not materially different from its current market value.

#### **Main Activities**

Main activities of the Corporation are,

- Import, Purchase, Sales & Distribution of Pharmaceuticals and Health Care Items in the open market.
- Import & Supply Pharmaceuticals and Health Care Items to the Department of Health Services.
- Manufacturing and Marketing Jeevanee, Glucose & Benzyl Bensovate Cream.
- Providing medical tests and laboratory services.

Activities of the Corporation have not changed materially from the last financial year.

#### Reserves

Total reserves of the Corporation and its composition has been given in the Statement of Changes in Equity.

#### **Directors**

Directors of the corporation as at 31<sup>st</sup> December 2014 were as follows,

Prof. S.D. Jayaratne - Chairman

Mr. R.L. Dharmatilleke - Managing Director

Dr. P.G. Maheepala - Director Prof. Ranjani Gamage - Director Mr. Mervin Gunasena - Director Mr. Lalith Senanayake - Director

Ms M.R.R. Abayawickrama - Director (To. 28.05.2014)

Ms.K.D.A. Munasinghe - Director (From 04.06.2014 to 01.08.2014)
Ms.K.V.C Dilrukshi - Director (From 02.10.2014 to 13.12.2014)

#### **Audit Committee**

Audit committee of the Corporation is constituted in accordance with the provisions of Public Enterprises Guidelines for good governance.

# **Corporate Governance/Internal Control**

The Corporation has put in place systems and procedures to ensure the implementation of sound corporate governance principles. The Audit Committee report is given in page No14

# **Employment**

SPC continued to implement appropriate Human Resource Management policies and practices to enhance employee's skills.

# **Statutory Payments**

All statutory payments to the Government and the employees have been paid promptly.

# **Environmental Protection**

The Corporation has not engaged in any activities which would be detrimental to the environment.

# **Contribution to the Government**

The Corporation has paid Rs.367 million by the way of Income tax and deemed dividend tax to the Government of Sri Lanka.

# **Corporate Social Responsibility**

During the year the Corporation contributed Rs. 7,099,455/- for charitable purpose. This includes Rs. 3,101,522 Government approved charity for taxation purpose.

# **Post Balance Sheet Events**

No events have ooccurred since the Balance Sheet date, which would require adjustments to, or disclosure in, the financial statements.

#### **Auditors**

Auditor General carried out the Audit of the Financial Statement of the State Pharmaceuticals Corporation of Sri Lanka for the financial year ended 31<sup>st</sup> December 2014.

# By Order of the Board

Anuradha Wijayawardana

Legal Officer /Secretary to the Board

#### REPORT OF THE AUDIT COMMITTEE

#### **Constitution of the Audit Committee**

The Audit Committee consists of four Non-Executive Directors of the Board. The Director who represents the General Treasury would function as Chairman of the Committee. During the Financial year ended 31st December 2014, followings members attended to the Meetings of the Audit Committee.

| Member                  |            | Period                   | No. of<br>Meetings<br>held | No. of<br>Meetings<br>attended |
|-------------------------|------------|--------------------------|----------------------------|--------------------------------|
| Ms. Rukmal Abeywickrama | - Chairman | 01.01.2014 to 01.05.2014 | 03                         | 03                             |
| Ms. K.D.A. Munasinghe   | - Chairman | 01.07.2014 to 04.11.2014 | 01                         | 01                             |
| Ms. K.V.C Dilrukshi     | - Chairman | 05.11.2014 to 31.12.2014 | 01                         | 01                             |
| Mr. Mervin Gunasena     |            | 01.01.2014 to 31.12.2014 | 05                         | 05                             |
| Dr. Ranjanee Gamage     |            | 01.01.2014 to 31.12.2014 | 05                         | -                              |
| Mr. Lalith Senanayake   |            | 01.01.2014 to 31.12.2014 | 05                         | 05                             |

Chief Accountant of the Ministry of Health and Audit Superintendent of Government Audit Branch of SPC participate the Committee Meetings as Observers. General Manager attends the Committee Meetings by invitation. Internal Auditor functions as Secretary to the Committee.

#### The Functions of the Audit Committee

The main functions of the Audit Committee are to review and monitor internal controls of the Corporation and assist the Board of Directors by reviewing and making recommendations on all aspects of audit and financial activities of the corporation. During the year under review, the Committee attended to following matters.

- 1. Review and evaluate the internal control systems and recommend modifications where necessary.
- 2. Review and approve Internal Audit Plan for the year 2014.
- 3. Review Internal Auditor's reports, and monitor management's responsiveness to the findings and recommendations of the Internal Auditor.
- 4. Review External Auditors Audit Queries and the matters raised by them in the reports in terms of section 13(7) (a) and 14 (2) (c) of the Finance Act No. 38 of 1971.
- 5. Review of implementation of recommendations of the Committee of Public Enterprises (COPE).

# **Internal Audit Division**

Under the guidance of the Audit Committee, an approved Internal Audit work plan was carried out by the Internal Audit Division of the corporation during the year under review. Further, the Internal Audit Division conducted Financial and System Audit to eliminate inefficient procedures, improve the internal controls, and minimize the losses and possible instances of frauds and errors.

#### **Meetings**

During the year 2014, Five Audit Committee meetings were held. The Committee has submitted its comments on the identified deficiencies to the Management. Accordingly, the remedial measures have been taken to rectify the identified deficiencies.

K.V.C Dilrukshi

**Chairman - Audit Committee** 

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# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA STATEMENT OF FINANCIAL POSITION AS AT 31ST DECEMBER 2014

|                                       |      | 2014           | 2013           |
|---------------------------------------|------|----------------|----------------|
|                                       | NOTE |                | Restated       |
|                                       |      | RS.            | RS.            |
| ASSETS                                |      |                |                |
| Property Plant and Equipment          | 16   | 1,762,626,535  | 1,692,890,239  |
| Leasehold Land - Ratmalana            |      | 10,360,000     | 10,520,000     |
| Capital Work in Progress              |      | 309,456,400    | 137,991,568    |
| Other non Current Assets              |      | 16,775,300     | 17,429,898     |
| Deferred Tax Assets                   | 23   | 39,754,570     | -              |
| Total Non- Current Assets             |      | 2,138,972,804  | 1,858,831,704  |
| Current Assets                        |      |                |                |
| Inventories - SPC                     | 17   | 1,385,477,416  | 1,703,223,140  |
| Stock in Transit - DHS                | 18   | 528,709,760    | 809,462,253    |
| Trade & Other Receivables             | 19   | 2,370,323,273  | 8,881,602,956  |
| Prepayments                           | 20   | 37,964,434     | 32,947,548     |
| Cash in Hand and at Bank              | 21   | 801,716,760    | 1,200,666,819  |
| <b>Total Current Assets</b>           |      | 5,124,191,643  | 12,627,902,716 |
| <b>Total Assets</b>                   |      | 7,263,164,447  | 14,486,734,421 |
|                                       |      |                |                |
| EQUITY AND LIABILITIES                |      |                |                |
| Contributed Capital                   |      | 59,055,258     | 59,055,258     |
| Retained Earnings                     |      | 4,270,528,913  | 4,008,164,071  |
| General Reserves                      |      | 66,061,447     | 66,061,447     |
| <b>Total Equity</b>                   |      | 4,395,645,618  | 4,133,280,776  |
| Non- Current Liabilities              |      |                |                |
| <b>Retirement Benefit Obligation</b>  | 22   | 372,219,796    | 133,088,346    |
| Deferred Tax Liability                | 23   |                | 25,714,795     |
| Total Non- Current Liabilities        |      | 372,219,796.00 | 158,803,141    |
| Current Liabilities                   |      |                |                |
| Trade and Other Payables              | 24   | 2,235,194,379  | 3,649,362,369  |
| Income tax Payable                    |      | 180,617,386    | 290,045,833    |
| Deferred Income                       |      | 748,229        | 889,201        |
| Current Financial Liabilities         | 25   | 78,739,039     | 6,254,353,100  |
| <b>Total Current Liabilities</b>      |      | 2,495,299,032  | 10,194,650,503 |
| <b>Total Equity &amp; Liabilities</b> |      | 7,263,164,447  | 14,486,734,421 |

The Board of Directors is responsible for the preparation and presentation of these Financial Statements. Approved and signed for and on behalf of the Board by,

Sarath Liyanage Chairman.

Dr.M.H.M Rumie Managing Director. K.M.D.R Dasanayake General Manager.

Mahinda Gamage Deputy General Manager- Finance

The accounting policies and notes on pages 20 to 51 form an integral part of the financial statements.

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2014

|   | Contributed | General    | Accumulated   | Total         |
|---|-------------|------------|---------------|---------------|
|   | Capital     | Reserves   | Profit        |               |
|   | RS.         | RS.        | RS.           | RS.           |
| Balance as at 31st December 2011                    | 59,055,258  | 66,061,447 | 3,369,257,397 | 3,494,374,102 |
| Balance as at 01st January 2012                     | 59,055,258  | 66,061,447 | 3,369,257,397 | 3,494,374,102 |
| Gain/ losses on defined benefit plan                |             |            | -14,281,409   | -14,281,409   |
| Net Profit for the year                             |             |            | 291,778,178   | 291,778,178   |
| Balance as at 31st December 2012                    | 59,055,258  | 66,061,447 | 3,646,754,166 | 3,771,870,871 |
| Balance as at 01st January 2013                     | 59,055,258  | 66,061,447 | 3,646,754,166 | 3,771,870,871 |
| Treasury levy paid                                  |             |            | (50,000,000)  | (50,000,000)  |
| Gain/ losses on defined benefit plan                |             |            | -31,573,801   | (31,573,801)  |
| Reported profit for the year                        |             |            | 453,226,391   | 453,226,391   |
| Adjustment on error correction net balance (Note a) |             |            | (10,242,685)  | (10,242,685)  |
| Restated profit for the year                        |             |            | 442,983,707   | 442,983,707   |
| Balance as at 31st December 2013                    | 59,055,258  | 66,061,447 | 4,008,164,071 | 4,133,280,776 |
| Balance as at 01st January 2014                     | 59,055,258  | 66,061,447 | 4,008,164,071 | 4,133,280,776 |
| Treasury levy paid                                  |             |            | (75,000,000)  | (75,000,000)  |
| Gain/ losses on defined benefit plan                |             |            | -212,044,242  | -212,044,242  |
| Net Profit for the year                             |             |            | 549,409,084   | 549,409,084   |
| Balance as at 31st December 2014                    | 59,055,258  | 66,061,447 | 4,270,528,913 | 4,395,645,618 |

# Note (a)

Following errors have been rectified by restating the financial statement 2013 as given below:

|  | Rs.        |
|--|------------|
| Performance bonus incorrectly excluded from the relevant expenses in previous year |            |
| now charged to the retained earnings.  | 14,225,951 |
| Tax effect (28%)   | 3,983,266  |
| Net off balance  | 10,242,685 |

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31ST DECEMBER 2014

|   | Note | SPC<br>OPERATIONS | DHS<br>OPERATIONS | TOTAL OPERATIONS 2014 | TOTAL OPERATIONS 2013 |
|---|------|-------------------|-------------------|-----------------------|-----------------------|
|   |      | RS.               | RS.               | RS.                   | RS.                   |
| Income                                  | 7    | 4,865,151,179     | 17,269,008,449    | 22,134,159,628        | 21,135,966,280        |
| Add: Transfer to Retail Shops           |      | 844,836,472       |                   | 844,836,472           | 729,369,306           |
| Less                                    |      |                   |                   |                       |                       |
| Direct Expenses - MSD                   | 8    |                   | 15,935,810,448    | 15,935,810,448        | 15,630,662,424        |
| Cost of Sales - SPC                     | 9    | 4,403,719,382     |                   | 4,403,719,382         | 3,860,474,128         |
| Cost of Production - ORS                | 10   | 59,193,747        |                   | 59,193,747            | 52,791,893            |
| Gross Profit/ Surplus                   |      | 1,247,074,521     | 1,333,198,002     | 2,580,272,523         | 2,321,407,141         |
| Add: Other Operating Income             | 11   | 25,737,839        |                   | 25,737,839            | 17,536,523            |
| Less                                    |      |                   |                   |                       |                       |
| Administrative Expenses                 | 12   | 641,409,162       | 328,334,949       | 969,744,111           | 786,904,158           |
| Other Operating Expenses                | 13   | 198,267,388       | 551,558,136       | 749,825,524           | 791,793,984           |
| Operating Profit                        |      | 433,135,810       | 453,304,917       | 886,440,727           | 760,245,522           |
| Less: Finance Expenses                  | 14   | 1,248,660         | 148,534,565       | 149,783,225           | 1,610,642             |
| Add: Finance Income ( Staff Loan)       |      | 4,896,338         |                   | 4,896,338             | 4,357,263             |
| Profit Before Tax                       |      | 436,783,488       | 304,770,352       | 741,553,839           | 762,992,143           |
| Income Tax Expenses                     | 15   | 113,175,405       | 78,969,350        | 192,144,755           | 320,008,436           |
| Profit After Tax                        |      | 323,608,082       | 225,801,002       | 549,409,084           | 442,983,707           |
| Other Comprehensive Income:             |      |                   |                   |                       |                       |
| Gain/ Losses on defined benefit plan    |      | (93,299,467)      | (118,744,776)     | -212,044,242          | -31,573,801           |
| Treasury Levy /Dividend Paid            |      | (75,000,000)      |                   | (75,000,000)          | (50,000,000)          |
| Total comprehensive income for the year | r    | 155,308,616       | 107,056,226       | 262,364,842           | 361,409,906           |

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                                 | OSU SALA    | OSU SALA   |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|
|                                 | TRADING     | TRADING    |
|                                 | Col.07      | Col.04      | Col .01     | KANDY       | NUGEGODA    | AVISS.      | RATNAPURA   | MINU.       | PANADURA    | GALLE       | MATARA      | KURUNEGALA |
|                                 | RS          | RS.         | RS.        |
| SALES                           | 633,280,791 | 397,502,251 | 134,766,387 | 143,130,371 | 73,581,889  | 37,321,748  | 70,441,791  | 24,608,649  | 60,228,447  | 84,082,272  | 58,104,604  | 78,030,713 |
| COST OF SALES & TRANSFERS       | 532,677,095 | 352,592,482 | 112,466,585 | 121,015,186 | 61,879,497  | 31,236,889  | 58,224,413  | 19,756,988  | 51,292,470  | 69,829,981  | 47,635,150  | 63,900,906 |
| GROSS PROFIT ON                 |             |             |             |             |             |             |             |             |             |             |             |            |
| SALES & TRANSFERS               | 100,603,696 | 44,909,769  | 22,299,802  | 22,115,185  | 11,702,392  | 6,084,859   | 12,217,378  | 4,851,660   | 8,935,976   | 14,252,291  | 10,469,454  | 14,129,807 |
| ADMINISTRATIVE EXPENSES         |             |             |             |             |             |             |             |             |             |             |             |            |
| Personnel Expenses              | 37,309,069  | 14,477,031  | 8,326,724   | 13,737,262  | 10,267,246  | 6,553,163   | 10,025,578  | 5,260,352   | 9,013,680   | 11,106,673  | 8,959,098   | 8,508,368  |
| Travelling Expenses             | 13,450      | 18,441      | 6,645       | 8,580       | 2,172       | 21,908      | 40,950      | 11,346      | 21,377      | 1,720       | 6,720       | 11,398     |
| Supplies & Requisites           | 375,282     | 121,237     | 139,023     | 176,682     | 145,655     | 39,881      | 79,800      | 131,274     | 93,626      | 116,933     | 32,462      | 151,741    |
| Repairs & Maintenance           | 870,010     | 342,221     | 88,936      | 155,655     | 83,751      | 54,867      | 94,529      | 72,976      | 156,848     | 72,255      | 104,165     | 61,206     |
| Transportation, Communication   | 11,959,059  | 4,420,131   | 2,107,711   | 4,640,744   | 3,158,976   | 2,462,787   | 3,489,458   | 2,317,815   | 3,205,653   | 3,874,621   | 3,660,920   | 3,994,915  |
| Utilities & Other Services      |             |             |             |             |             |             |             |             |             |             |             |            |
| OTHER OPERATING EXPENSES        |             |             |             |             |             |             |             |             |             |             |             |            |
| Selling & Distribution Expenses | 767,569     | 588,016     | 414,699     | 666,775     | 231,557     | 219,104     | 324,342     | 102,144     | 243,882     | 280,472     | 294,802     | 311,402    |
| TOTAL OVERHEADS                 | 51,294,439  | 19,967,078  | 11,083,739  | 19,385,699  | 13,889,356  | 9,351,711   | 14,054,658  | 7,895,907   | 12,735,065  | 15,452,673  | 13,058,167  | 13,039,030 |
| NET PROFIT/(LOSS)               | 49,309,257  | 24,942,691  | 11,216,063  | 2,729,485   | (2,186,964) | (3,266,852) | (1,837,279) | (3,044,247) | (3,799,089) | (1,200,382) | (2,588,713) | 1,090,777  |

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                                 | OSU SALA    | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA     | OSU SALA    | OSU SALA    | OSU SALA    | SATHOSA    |
|---------------------------------|-------------|-------------|------------|------------|-------------|------------|------------|--------------|-------------|-------------|-------------|------------|
|                                 | TRADING     | TRADING     | TRADING    | TRADING    | TRADING     | TRADING    | TRADING    | TRADING      | TRADING     | TRADING     | TRADING     | OUTLETS    |
|                                 | AMPARA      | HAMBANTOTA  | A'PURA     | MAHARAGAMA | J, PURA     | KARAPITIYA | NEGOMBO    | BADULLA- CWE | DIYATHALAWA | JAFFNA      | POLONNARUWA | RATMALANA  |
|                                 | RS.         | RS.         | RS.        | RS.        | RS.         | RS.        | RS.        | RS.          | RS.         | RS.         | RS.         | RS.        |
| SALES                           | 25,448,437  | 25,655,627  | 57,008,450 | 75,555,239 | 128,511,764 | 66,269,054 | 60,780,071 | 55,952,080   | 15,606,654  | 24,102,477  | 42,275,713  | 10,574,251 |
| COST OF SALES & TRANSFERS       | 20,457,749  | 20,859,199  | 45,841,773 | 62,673,442 | 106,766,267 | 54,805,792 | 49,302,751 | 47,357,635   | 12,234,881  | 19,364,229  | 35,166,820  | 8,820,645  |
| GROSS PROFIT ON                 |             |             |            |            |             |            |            |              |             |             |             |            |
| SALES & TRANSFERS               | 4,990,689   | 4,796,428   | 11,166,677 | 12,881,797 | 21,745,496  | 11,463,262 | 11,477,320 | 8,594,445    | 3,371,773   | 4,738,248   | 7,108,893   | 1,753,606  |
| ADMINISTRATIVE EXPENSES         |             |             |            |            |             |            |            |              |             |             |             |            |
| Personnel Expenses              | 4,581,886   | 5,008,616   | 5,612,876  | 7,960,929  | 15,875,528  | 8,727,956  | 6,590,539  | 6,294,134    | 3,505,576   | 3,342,002   | 4,425,422   | 1,810,895  |
| Travelling Expenses             | 13,478      | 9,343       | 2,550      | 2,320      | 1,560       | 15,050     | 22,135     | 13,305       | 13,619      | 10,135      | 8,302       | 5,290      |
| Supplies & Requisites           | 35,039      | 89,455      | 73,752     | 147,673    | 383,588     | 25,724     | 129,140    | 43,334       | 213,381     | 53,522      | 19,139      | 41,936     |
| Repairs & Maintenance           | 112,412     | 61,842      | 95,653     | 57,740     | 86,530      | 123,445    | 85,956     | 225,404      | 60,327      | 30,709      | 112,153     | 18,490     |
| Transportation, Communication   | 1,923,632   | 2,332,955   | 3,493,552  | 2,693,029  | 3,960,437   | 3,073,996  | 3,080,327  | 2,636,974    | 457,831     | 4,485,284   | 2,851,921   | 218,035    |
| Utilities & Other Services      |             |             |            |            |             |            |            |              |             |             |             |            |
| OTHER OPERATING EXPENSES        |             |             |            |            |             |            |            |              |             |             |             |            |
| Selling & Distribution Expenses | 161,563     | 143,425     | 220,460    | 299,532    | 457,500     | 161,196    | 192,244    | 174,233      | 121,705     | 150,277     | 95,103      | 63,451     |
| TOTAL OVERHEADS                 | 6,828,010   | 7,645,636   | 9,498,842  | 11,161,223 | 20,765,143  | 12,127,366 | 10,100,341 | 9,387,384    | 4,372,440   | 8,071,928   | 7,512,041   | 2,158,097  |
| NET PROFIT/(LOSS)               | (1,837,321) | (2,849,209) | 1,667,835  | 1,720,574  | 980,354     | (664,103)  | 1,376,979  | (792,939)    | (1,000,667) | (3,333,681) | (403,147)   | (404,491)  |

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                                 | SATHOSA     | OSU SALA    | OSU SALA    | OSU SALA  | OSU SALA    | OSU SALA    | OSU SALA  | OSU SALA     | REGIONAL   | OSUSALA       |
|---------------------------------|-------------|-------------|-------------|-----------|-------------|-------------|-----------|--------------|------------|---------------|
|                                 | OUTLETS     | TRADING     | TRADING     | TRADING   | TRADING     | TRADING     | TRADING   | TRADING      | STORES     | TOTAL TRADING |
|                                 | PILIYANDALA | TANGALLE    | RAGAMA      | KATUWANA  | BANDARAGAMA | FORT        | BORELLA   | EMBILIPITIYA | KANDY      | ACTIVITIES    |
|                                 | RS.         | RS.         | RS.         | RS.       | RS.         | RS.         | RS.       | RS.          | RS.        | RS.           |
| SALES                           | 6,788,258   | 24,567,157  | 46,578,969  | 1,721,532 | 23,105,441  | 8,106,168   | 9,302,354 | 6,867,743    | 84,469,130 | 2,594,326,479 |
| COST OF SALES & TRANSFERS       | 5,741,823   | 20,110,381  | 39,445,975  | 1,472,049 | 18,393,039  | 6,691,167   | 7,619,831 | 5,432,142    | 60,460,593 | 2,171,525,825 |
| GROSS PROFIT ON                 |             |             |             |           |             |             |           |              |            |               |
| SALES & TRANSFERS               | 1,046,435   | 4,456,776   | 7,132,994   | 249,483   | 4,712,401   | 1,415,001   | 1,682,522 | 1,435,601    | 24,008,538 | 422,800,654   |
| ADMINISTRATIVE EXPENSES         |             |             |             |           |             |             |           |              |            |               |
| Personnel Expenses              | 1,405,040   | 4,883,069   | 5,564,665   | 420,074   | 4,983,212   | 1,787,682   | 1,848,684 | 2,445,781    | 3,305,664  | 243,924,476   |
| Travelling Expenses             | 4,920       | 11,713      | 13,455      | 6,880     | 10,412      | 3,729       | 2,039     | 2,327        | 12,135     | 349,404       |
| Supplies & Requisites           | 24,443      | 48,113      | 54,793      | 8,388     | 27,378      | 7,765       | 7,803     | 4,288        | 32,290     | 3,074,540     |
| Repairs & Maintenance           | 8,996       | 81,518      | 90,099      | 101       | 39,672      | 60,963      | 5,395     | 10,542       | 22,826     | 3,548,189     |
| Transportation, Communication   | 164,136     | 2,738,300   | 2,547,436   | 414,514   | 1,818,606   | 1,064,144   | 593,378   | 1,282,044    | 1,754,343  | 92,877,663    |
| Utilities & Other Services      |             |             |             |           |             |             |           |              |            |               |
| OTHER OPERATING EXPENSES        |             |             |             |           |             |             |           |              |            |               |
| Selling & Distribution Expenses | 43,612      | 65,986      | 59,434      | 2,818     | 72,621      | 28,897      | 40,652    | 70,292       | 28,111     | 7,097,878     |
| TOTAL OVERHEADS                 | 1,651,147   | 7,828,700   | 8,329,883   | 852,774   | 6,951,901   | 2,953,180   | 2,497,952 | 3,815,274    | 5,155,369  | 350,872,150   |
| NET PROFIT/(LOSS)               | (604,712)   | (3,371,923) | (1,196,889) | (603,291) | (2,239,499) | (1,538,179) | (815,429) | (2,379,673)  | 18,853,169 | 71,928,504    |

# **Discontinued Operation –**

The Rajya Osusala Katuwana retail outlet were closed down in the year 2014, due to continuous losses recorded during the past years. The pharmaceutical stocks were transferred to Rajaya osusala - Embilipitiya, after considering their requirements.

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST DECEMBER 2014

|  | 2014            | 2013            |
|--|-----------------|-----------------|
|  | Rs.             | Rs.             |
| Cash flow from operating activities                                |                 |                 |
| Net profit before taxation,  | 741,553,839     | 777,218,094     |
| Adjustments for:   |                 |                 |
| Depreciation   | 43,804,131      | 38,687,951      |
| Gratuity provision for the year                                    | 39,848,088      | 15,594,801      |
| Land lease amortisation - Ratmalana                                | 160,000         | 160,000         |
| Profit on disposal of fixed assets                                 | <u>-</u>        | (847,790)       |
| lease amortisation   | 654,598         | (2,481,547)     |
| Unrealized profit  | 4,203,495       | 2,628,995       |
| Provision for bad debts  | 523,933,159     | 407,751,641     |
| Stock losses   | 22,648,579      | 40,584,564      |
| Provision for damaged & outdated stock - SPC                       | 31,649,548      | 42,110,540      |
| Provision for damaged & outdated stock DHS                         | 8,587,784       | 54,202,745      |
| Interest expenses  | 149,658,755     | 1,383,954       |
| Operating profit before working capital changes                    | 1,566,701,976   | 1,376,993,947   |
| Increase/Decrease in trade and other receivable                    | 5,987,346,524   | 1,924,158,450   |
| Increase/Decrease in deposit & prepayments                         | (5,016,886)     | (8,874,061)     |
| Increase/Decrease in inventories                                   | 281,892,681     | -401,105,515    |
| Increase/Decrease in Goods in Transit                              | 249,516,130     | -284,286,308    |
| Increase/Decrease in trade payables                                | (1,414,167,990) | 478,603,455     |
| Increase/Decrease in work in progress                              | (171,464,832)   | (122,413,200)   |
| Deferred Income  | (140,972)       | (402,625)       |
| Cash generated from operations                                     | 6,494,666,630   | 2,962,674,142   |
| Income tax paid  | (367,042,567)   | (202,639,056)   |
| Gratuity paid  | <u> </u>        |                 |
| Interest paid  | (12,760,880)    | (8,328,821)     |
|  | (149,658,755)   | (1,383,954)     |
| Treasury levy/ dividend paid  Cook flow before outprovidency items | (75,000,000)    | (50,000,000)    |
| Cash flow before extraordinary items                               | (604,462,202)   | (262,351,831)   |
| Net cash from operating activities                                 | 5,890,204,428   | 2,700,322,311   |
| Cash flow from investing activities                                |                 |                 |
| Purchase of property, plant and equipment                          | (119,042,761)   | (77,931,202)    |
| Disposal of fixed assets   | 5,502,336       | 4,272,790       |
| Net cash used in investing activities                              | (113,540,426)   | (73,658,412)    |
| Net increase in cash and cash equivalents                          | 5,776,664,003   | 2,626,663,898   |
| Cash and cash equivalents at beginning of period                   | (5,053,686,282) | (7,680,350,180) |
| Cash and cash equivalents at end of period (Note A)                | 722,977,721     | (5,053,686,282) |
| Note A : Cash and cash equivalents                                 | 2014            | 2013            |
|  | Rs.             | Rs.             |
| Cash in hand & at bank   | 159,164,442     | 1,165,251,484   |
| Repurchase Agreements - B.O.C & P.B                                | 600,000,000     |                 |
| Treasury bill investment   | 42,552,318      | 35,415,335      |
| Bank overdraft   | (78,739,039)    | (6,254,353,100) |
| Cash and cash equivalents  | 722,977,721     | (5,053,686,282) |

# **ACCOUNTING POLICIES**

#### 1. CORPORATE INFORMATION

#### General

State Pharmaceuticals Corporation is a Government Corporation incorporated in 1971 under the State Industrial Corporations Act No. 49 of 1957 and domiciled in Sri Lanka. It is a Government Corporation located at No 75, Sir Baron Jayathilake Mawatha, Colombo 01.

The Corporation prepares financial statements for the twelve months period ended 31st December and these financial statements are authorized by the board of directors.

# **Principal Activities**

The main functions are,

- (a) Import, Purchase, Sales & Distribution of Pharmaceuticals and Health Care Items in the open market
- (b) Import & Supply Pharmaceuticals and Health Care Items to the Department of Health Services
- (c) Manufacturing and Marketing range of items including Jeevanee, Glucose & Benzyl Benzoate Cream
- (d) Providing sample tests and laboratory services

# 2. BASIS OF PREPARATION

#### 2.1 Basis of Preparation

The Financial Statements have been prepared in accordance with Sri Lanka Accounting Standards comprising SLFRS and LKAS as issued by the Institute of Chartered Accountants of Sri Lanka.

#### 2.2 Basis of Measurement

The Financial Statements have been prepared on the historical cost basis except for the assets and liabilities at fair value. The Corporation's financial statements are presented in Sri Lankan Rupees which is the organization's functional and presentation currency.

# 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1.1 Significant Accounting Policies

The following are the significant accounting policies used by the Corporation in preparing these financial statements.

# 3.1.2 Property Plant and Equipment

Property, Plant and Equipment is stated at cost net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing component parts of the property, plant and equipment and borrowing costs for long-term construction projects if the recognition criteria are met. When significant parts of property, plant and equipment are required to be replaced at intervals, the Corporation derecognizes the replaced part, and recognizes the new part with its own associated useful life and depreciation. Likewise, when a major inspection is performed, its cost is recognized in the carrying amount of the plant and equipment as a replacement if the recognition criteria are satisfied. All other repair and maintenance costs are recognized in the income statement as incurred.

#### 3.1.2.1 Lease hold property

The Corporation classifies Rathmalana land as a finance lease and amortises the total lease value over the remaining useful life of the land.

# 3.1.3 Depreciation

Depreciation is provided on a pro-rata basis on the Property, Plant and Equipment acquired and disposed during the year. The estimated useful lives of Property, Plant and Equipment are as follows.

Buildings 40 years

Motor Vehicles 3 to 17 years

Furniture & Fittings 10 years

Equipment 5 years

Plant & Machinery 8 years

Bicycles 6 to 7 years

Computers 4 years

Library Books 5 years

# 3.1.4 Capital work in progress

Capital expenses incurred during the year, which are not capitalized as at the balance sheet date are shown as Capital work in progress, whilst the capital assets which have been capitalized during the year and put to use have been transferred to Property Plant & Equipment.

#### 3.1.5 Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment losses, if any. Internally generated intangible assets, excluding capitalized development costs, are not capitalized and expenditure is reflected in the income statement in the year in which the expenditure is incurred.

# 3.1.6 Impairment of non financial assets

The Corporation assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Corporation estimates the asset's recoverable amount.

#### 3.1.7 Taxation

#### 3.1.7.1 Current taxation

Current tax assets and liabilities consist of amounts expected to be recovered from or paid to the Taxation Authorities in respect of the current as well as prior years. The tax rate and tax laws used to compute the amounts are those that are enacted or substantially enacted by the Balance Sheet date.

Accordingly, provision for taxation is made on the basis of the profit for the year as adjusted for taxation purposes in accordance with the provision of the Inland Revenue Act No: 10 of 2006 and the Amendments thereto, the rates specified in the act. Provision for the current year taxation made according to the accounting profit subject to the rate specified by act.

#### 3.1.7.2 Deferred taxation

In respective of each type of temporary differences recognized in the Balance Sheet, were considered for the Deferred Tax Liabilities and Assets. Mainly, in Financial Statements Fixed Assets, Provision for Retiring Gratuity, impairment on debtors were considered. Deferred Tax Assets & Liabilities are measured at the Income Tax Rate.

#### 3.2.1 Inventories

Inventories are recognized at cost and net realizable value, whichever is lower after making due allowance for obsolete and slow moving items which are valued at 'First in first out' basis.

#### **Measurement of inventories**

# 3.2.2 Cost of Inventories

#### **Raw Materials - ORS**

Cost of purchases together with any incidental expenses.

# Work In progress

Raw material cost and variable manufacturing expenses in full.

#### **Finished Goods**

Raw material cost and variable manufacturing expenses in full.

# 3.2.3 Cash & Cash Equivalents

Cash and cash equivalents comprise cash in hand and at bank, Treasury bill investments, other short-term highly liquid investments with original maturities of twelve months or less. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

#### 3.2.4 Research costs

Expenditure on research activities, undertaken with the prospect of gaining new scientific or technical knowledge and understanding, is recognized in profit or loss when incurred.

# 4. LIABILITIES AND PROVISIONS

# 4.1 Retirement Benefit Obligations

# 4.1.1 Defined benefit plan – Retirement Gratuity

The Corporation is liable to pay Gratuity in terms of the Payment of Gratuity Act No.12 of 1983. The liability for gratuity to an employee arises only on completion of five years of continued service with the Corporation. In order to meet this liability, a provision is carried forward in the Balance Sheet. The resulting difference between the brought forward provision at the beginning of a year and the carried forward provision at the end of the year is dealt with in the Income Statement.

The principal assumptions used in the calculations are as follows.

Expected Annual Average Salary Increment Rate - 12.90%

Discount Rate / Interest Rate - 6. %

Staff Turnover Factor - 5.01%

The liability is not externally funded. The item is grouped under Non-Current Liabilities in the Balance Sheet.

# 4.1.2 Defined Contribution Plans- Employee Provident Fund & Employee Trust Fund

The Corporation contributes to Employees' Provident Fund contribution and Employees' Trust Fund contribution is covered by relevant contribution funds in line with respective regulation. Obligations for contributions to the plans covering the employees are recognized as an expense in the income statement.

# **Employees' Provident Fund**

The Corporation and Employees contribute to provident fund at 12% and 10% respectively on gross salary except travelling allowance.

# **Employees' Trust Fund**

The Corporation contributes 3% on gross salary except travelling allowance, to the Employees' Trust Fund.

#### 5. INCOME STATEMENT

For the purpose of presentation of the Income Statement, the function of expenses method is adopted as it represents fairly the elements of corporation performance.

# **5.1.1 Revenue Recognition**

Revenue is recognized on an accrual basis when it is probable that the economic benefits will flow to the Corporation and the revenue and associated costs incurred or to be incurred can be reliably measured regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment.

The following specific recognition criteria must also be met before revenue is recognised:

#### Sale of goods

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods.

#### **Other Income**

Other income is recognized on an accrual basis.

# **Claims Receivable from Suppliers**

Claims receivable from suppliers for Additional Storage Charges, Demurrages, Short Supplies and Damages have not been recognized in the Financial Statement due to uncertainty of the outcome. However, when the realization of income is virtually certain, the claim is recognized in the income statement.

# **5.1.2 Expenses**

All expenditures incurred in the running of the business have been charged to income in arriving at the profit for the year. Repairs and renewals are charged to profit and loss in the year in which the expenditure is incurred.

# **5.1.3 Financial Expenses**

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. All other borrowing costs are expensed in the period they occur. The corporation's finance expenses comprise of overdraft interest, letter of credit opening expenses & credit facility agreement charges.

#### **5.1.4** Allocation between overheads

Overheads have been allocated between SPC & DHS based on percentage after analyzing the activities involved. In the Financial Statements, Overheads allocation method is as follows.

|   | <u>DHS</u> | <b>SPC</b> |
|---|------------|------------|
| (a) Personnel emoluments                    | 56%        | 44%        |
| (b) Travelling expenses                     | 10%        | 90%        |
| (c) Supplies and requisites                 | 25%        | 75%        |
| (d) Repairs and maintenance                 | 50%        | 50%        |
| (e) Transportation, communication utilities |            |            |
| & other services                            | 50%        | 50%        |
| (f) Research cost                           | 65%        | 35%        |
| (g) OD interest                             | 100%       | -          |

# 6. FINANCIAL INSTRUMENTS- INITIAL RECOGNITION AND SUBSEQUENT MEASUREMENT

#### **6.1 Financial Assets**

# **6.1.1 Initial Recognition and Measurement**

Financial assets within the scope of LKAS 39 are classified as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments and available-for-sale financial assets, as appropriate and determine the classification of its financial assets at initial recognition.

All financial assets are recognized initially at fair value plus, in the case of assets not at fair value through profit or loss, directly attributable transaction costs.

The Corporation financial Assets include cash and short term Treasury bill investment, trade and other receivable, staff loans and other receivables.

#### **6.1.2** Subsequent Measurement

The subsequent measurement of financial assets depends on their classification as follows.

#### **6.1.2.1 Financial Assets at Fair Value through Profit or Loss**

Financial assets at fair value through profit or loss include financial assets held for trading and financial assets designated upon initial recognition at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. The Corporation did not have any financial assets at fair value through profit or loss during the years ended 31<sup>st</sup> December 2014.

#### 6.1.2.2 Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortized cost using the effective interest rate method (EIR), less impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included in finance income in the income statement. The losses arising from impairment are recognized in the income statement in finance cost.

#### **6.1.2.3** Held-to-Maturity Investments

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as held to-maturity when the Corporation has the positive intention and ability to hold it to maturity. After initial measurement, held-to-maturity investments are measured at amortised cost using the effective interest method, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the income statement. The losses arising from impairment are recognised as finance cost in the income statement in finance cost.

#### **6.1.2.4** Available-for-Sale Financial Investments

Available-for-sale financial investments include equity and debt securities. Equity investments classified as available for- sale are those, which are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are those which are intended to be held for an indefinite period of time and which may be sold in response to needs for liquidity or in response to changes in the market conditions.

After initial measurement, available-for-sale financial investments are subsequently measured at fair value with unrealized gains or losses recognised as other comprehensive income in the available-for-sale reserve until the investment is derecognized, at which time the cumulative gain or loss is recognised in other operating income, or determined to be impaired, at which time the cumulative loss is reclassified to the income statement in finance costs and removed from the available-for-sale reserve. Interest income on available-for-sale debt securities is calculated using the effective interest method and is recognised in profit or loss.

The Corporation evaluates its available-for-sale financial assets to determine whether the ability and intention to sell them in the near term is still appropriate. When the Corporation is unable to trade these financial assets due to inactive markets and management's intention to do so significantly changes in the foreseeable future, the Corporation may elect to reclassify these financial assets in rare circumstances. Reclassification to loans and receivables is permitted when the financial assets meet the definition of loans and receivables and the Corporation has the intent and ability to hold these assets for the foreseeable future or until maturity. Reclassification to the held-to-maturity category is permitted only when the entity has the ability and intention to hold the financial asset accordingly.

For a financial assets reclassified out of the available for sale category, any previous gain or loss on that asset that has been recognized in equity is amortized to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortized cost and the expected cash flows is also amortized over the remaining life of the asset using the EIR. If the assets are subsequently determined to be impaired, then the amount recorded in equity is reclassified to the income statement. The Corporation did not have any available for –sale financial investments during the years ended 31 December 2014.

# 6.1.2.5 Derecognition

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognized when,

- i). The rights to receive cash flows from the asset have expired
- ii). The Corporation has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either
- (a) The Corporation has transferred substantially all the risks and rewards of the asset, or
- (b) The Corporation has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

# **6.1.2.6 Impairment of Financial Assets**

The Corporation assesses at each reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults. Currently the Corporation identifies a specific provision for trade receivables.

#### 6.1.2.7 Financial Assets Carried at Amortized Cost

For financial assets carried at amortized cost, the Corporation first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Corporation determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the assets carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate.

The Corporation is performed specific impairment for each debtor categories and collective impairment for different categories of general debtors.

# **6.2 Financial Liabilities**

#### Initial recognition and measurement

Financial liabilities within the scope of SLAS (SLFRS/LKAS) 39 are classified as financial liabilities at fair value through profit or loss, loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Corporation determines the classification of its financial liabilities at initial recognition. All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, carried at amortised cost. This includes directly attributable transaction costs. The Corporation's financial liabilities include trade and other payables, bank overdrafts.

#### **Subsequent measurement**

The measurement of financial liabilities is at the amortised cost.

# **Derecognition**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA ACCOUNTS FOR THE YEAR ENDED 31ST DECEMBER 2014

INCOME

| INCOME   |                       | 2014           | 2013           |               |
|--|-----------------------|----------------|----------------|---------------|
|  |                       | RS.            | RS.            |               |
| Revenue - SPC                                  |                       |                |                |               |
| Bulk trading                                   |                       | 2,176,786,129  | 1,882,784,365  |               |
| ORS sales                                      |                       | 76,516,369     | 66,571,028     |               |
| Osusala sales                                  |                       | 2,594,326,479  | 2,360,213,745  |               |
| Provision for Unrealized Profit                |                       | (4,161,440)    | (2,628,995)    |               |
| Credit Insurance                               |                       | 1,936,722      | 1,980,970      |               |
| Special Order Imports                          |                       | -              | 11,195         |               |
| Claims Received from Suppliers                 |                       | 19,746,921     | 11,367,736     |               |
| Total  |                       | 4,865,151,179  | 4,320,300,044  |               |
| Revenue - DHS                                  |                       |                |                |               |
| Import supplies                                |                       | 13,879,926,133 | 13,966,634,758 |               |
| Local supplies                                 |                       | 3,054,596,124  | 2,600,640,614  |               |
| CPU supplies                                   |                       | 9,401,740      | 87,023,259     |               |
| Claims Received from Suppliers                 |                       | 325,084,452    | 161,367,605    |               |
| Total  |                       | 17,269,008,449 | 16,815,666,236 |               |
| Total Revenue                                  |                       | 22,134,159,628 | 21,135,966,280 |               |
| COST OF SALES / DIRECT EXPENSES                |                       |                | NOTE 8         |               |
| DIRECT EXPENSES - DHS                          |                       | 2014           | 2013           |               |
|  |                       | RS.            | RS.            |               |
| Revenue  |                       | 17,269,008,449 | 16,815,666,236 |               |
| DIRECT COST                                    |                       |                |                |               |
| C & F value of DHS supplies                    |                       | 12,620,327,228 | 12,786,855,259 |               |
| Custom duties & taxes                          |                       | 387,274,966    | 623,500,732    |               |
| Cost of local supplies                         |                       | 3,142,431,655  | 2,546,809,431  |               |
| CPU purchases to DHS                           |                       | 9,217,392      | 85,316,920     |               |
| Total  |                       | 16,159,251,241 | 16,042,482,343 |               |
| Clearing charges ( Bank charges, Stamp fee , C | Commission & LC chg.) | 224,215,042    | 235,589,723    |               |
| Landing charges                                |                       | 22,162,241     | 27,884,382     |               |
| Import licenses fee                            |                       | 29,083,234     | 24,291,115     |               |
| Total  |                       | 275,460,517    | 287,765,221    |               |
| Less: Stock in transit                         |                       | 498,901,310    | 699,585,139    |               |
| Direct expenses/ Cost of sales                 |                       | 15,935,810,448 | 15,630,662,424 |               |
| Gross profit/surplus                           |                       | 1,333,198,002  | 1,185,003,811  |               |
|  |                       |                |                |               |
|  |                       |                | TOTAL          | NOTE<br>TOTAL |
| COST OF SALES -SPC                             | BULK                  | OSUSALA        | TRADING        | TRADING       |
| COST OF SALES -SI C                            | TRADING               | TRADING        | SPC-2014       | SPC-2013      |
|  | RS.                   | RS.            | RS.            | RS.           |
| Stock In trade at the beginning of the year    | 1,005,222,553         | 427,867,448    | 1,433,090,000  | 1,074,613,15  |
| Add:   |                       |                |                |               |
| Imported drugs                                 | 1,492,001,486         |                | 1,492,001,486  | 1,790,503,86  |
| Consumables for the laboratory                 | 1,318,616             |                | 1,318,616      | 2,489,10      |
| Local purchases (SPC tenders)                  | 441,454,220           |                | 441,454,220    | 399,485,04    |
| Laboratory testing chg.                        |                       | <u> </u>       | <u> </u>       | 78,89         |
| C.P.U - Purchases                              | 116,307,750           |                | 116,307,750    | 92,276,12     |
| Local purchases (Osusalas)                     | <u> </u>              | 1,355,998,311  | 1,355,998,311  | 1,246,859,53  |
| Transfers                                      |                       | 844,836,472    | 844,836,472    | 729,369,30    |
| STOCK AVAILABLE FOR SALES                      | 3,056,304,625         | 2,628,702,230  | 5,685,006,855  | 5,335,675,02  |
| Less: Stock In trade at end of the year        | 824,111,067           | 457,176,405    | 1,281,287,472  | 1,475,200,89  |
| COOT OF CLI PG A TRANSPERS                     | 2 222 102             | 2 151 525 625  | 4 402 510 202  | 2.000 47111   |

2,232,193,557

COST OF SALES & TRANSFERS

NOTE 7

2013

2014

4,403,719,382

3,860,474,128

2,171,525,825

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                             |             |             |             |             |            |            |            |             |            |            |            | NOTE 9a    |
|-----------------------------|-------------|-------------|-------------|-------------|------------|------------|------------|-------------|------------|------------|------------|------------|
|                             | OSU SALA    | OSU SALA    | OSU SALA    | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA   | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA   | OSUSALA    |
| COST OF SALES               | TRADING     | TRADING     | TRADING     | TRADING     | TRADING    | TRADING    | TRADING    | TRADING     | TRADING    | TRADING    | TRADING    | TRADING    |
|                             | Col 7       | Col.04      | Col .01     | KANDY       | NUGEGODA   | AVISS.     | RATNAPURA  | MINUWANGODA | PANADURA   | GALLE      | MATARA     | KURUNEGALA |
|                             | RS.         | RS.         | RS.         | RS.         | RS.        | RS.        | RS.        | RS.         | RS.        | RS.        | RS.        | RS.        |
| Stock in Trade -            |             |             |             |             |            |            |            |             |            |            |            |            |
| at the bigining of the year | 73,990,060  | 25,568,837  | 20,169,529  | 34,265,642  | 14,278,703 | 9,268,982  | 19,100,910 | 6,679,213   | 12,174,956 | 17,619,174 | 10,875,155 | 15,243,315 |
| Local purchases             | 413,805,548 | 306,653,374 | 75,717,296  | 55,878,174  | 32,220,687 | 12,509,113 | 32,485,830 | 7,350,573   | 32,133,005 | 39,482,210 | 20,026,341 | 28,340,288 |
| Transfers                   | 125,165,038 | 42,523,513  | 48,962,335  | 56,633,779  | 29,147,402 | 18,341,889 | 25,403,950 | 11,860,823  | 19,526,822 | 29,158,054 | 28,628,568 | 40,740,824 |
| Closing stock - Katuwana    |             |             |             |             | <u>-</u>   |            |            |             |            |            |            |            |
| STOCKS AVAILABLE FOR SALE   | 612,960,646 | 374,745,724 | 144,849,160 | 146,777,595 | 75,646,793 | 40,119,984 | 76,990,690 | 25,890,609  | 63,834,783 | 86,259,438 | 59,530,064 | 84,324,428 |
| Stock in trade at year end  | 80,283,551  | 22,153,242  | 32,382,575  | 25,762,409  | 13,767,296 | 8,883,095  | 18,766,278 | 6,133,621   | 12,542,312 | 16,429,457 | 11,894,914 | 20,423,522 |
| COST OF SALES & TRANSFERS   | 532,677,095 | 352,592,482 | 112,466,585 | 121,015,186 | 61,879,497 | 31,236,889 | 58,224,413 | 19,756,988  | 51,292,470 | 69,829,981 | 47,635,150 | 63,900,906 |
| TOTAL TRADING               |             |             |             |             |            |            |            |             |            |            |            |            |
| Sales                       | 633,280,791 | 397,502,251 | 134,766,387 | 143,130,371 | 73,581,889 | 37,321,748 | 70,441,791 | 24,608,649  | 60,228,447 | 84,082,272 | 58,104,604 | 78,030,713 |
| Less: Cost of sales         | 532,677,095 | 352,592,482 | 112,466,585 | 121,015,186 | 61,879,497 | 31,236,889 | 58,224,413 | 19,756,988  | 51,292,470 | 69,829,981 | 47,635,150 | 63,900,906 |
| GROSS TRADING PROFIT        | 100,603,696 | 44,909,769  | 22,299,802  | 22,115,185  | 11,702,392 | 6,084,859  | 12,217,378 | 4,851,660   | 8,935,976  | 14,252,291 | 10,469,454 | 14,129,807 |

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                             |            |            |            |            |             |            |            |             |             |            |             | NOTE 9a    |
|-----------------------------|------------|------------|------------|------------|-------------|------------|------------|-------------|-------------|------------|-------------|------------|
|                             | OSU SALA   | OSUSALA    | OSUSALA    | OSUSALA    | OSUSALA     | OSUSALA    | OSU SALA   | OSU SALA    | OSU SALA    | OSU SALA   | OSU SALA    | SATHOSA    |
| COST OF SALES               | TRADING    | TRADING    | TRADING    | TRADING    | TRADING     | TRADING    | TRADING    | TRADING     | TRADING     | TRADING    | TRADING     | OUTLETS    |
|                             | AMPARA     | HAMBANTOTA | A'PURA     | MAHARAGAMA | J,PURA      | KARAPITIYA | NEGOMBO    | BADULLA-CWE | DIYATHALAWA | JAFFNA     | POLONNARUWA | RATMALANA  |
|                             | RS.        | RS.        | RS.        | RS.        | RS.         | RS.        | RS.        | RS.         | RS.         | RS.        | RS.         | RS.        |
| Stock in Trade -            |            |            |            |            |             |            |            |             |             |            |             |            |
| at the bigining of the year | 6,766,608  | 6,646,634  | 13,606,189 | 20,906,460 | 24,104,093  | 19,879,336 | 11,478,338 | 12,267,447  | 2,772,609   | 8,407,896  | 6,375,915   | 1,876,885  |
| Local purchases             | 5,408,245  | 12,287,821 | 17,974,799 | 37,829,378 | 65,147,894  | 25,315,894 | 26,026,742 | 23,527,911  | 3,350,991   | 6,514,486  | 11,586,713  | 3,342,639  |
| Transfers                   | 14,652,644 | 9,610,817  | 25,267,264 | 26,078,068 | 41,126,595  | 26,516,588 | 24,452,131 | 20,482,183  | 9,892,450   | 13,807,129 | 22,357,595  | 5,122,630  |
| Closing stock - Katuwana    |            |            | -          |            |             |            | -          |             |             |            |             |            |
| STOCK AVAILABLE FOR SALE    | 26,827,498 | 28,545,271 | 56,848,253 | 84,813,907 | 130,378,582 | 71,711,818 | 61,957,211 | 56,277,541  | 16,016,051  | 28,729,511 | 40,320,223  | 10,342,153 |
| Stock In trade at year end  | 6,369,749  | 7,686,072  | 11,006,480 | 22,140,464 | 23,612,315  | 16,906,026 | 12,654,460 | 8,919,907   | 3,781,170   | 9,365,282  | 5,153,403   | 1,521,508  |
| COST OF SALES & TRANSFERS   | 20,457,749 | 20,859,199 | 45,841,773 | 62,673,442 | 106,766,267 | 54,805,792 | 49,302,751 | 47,357,635  | 12,234,881  | 19,364,229 | 35,166,820  | 8,820,645  |
| TOTAL TRADING               |            |            |            |            |             |            |            |             |             |            |             |            |
| Sales less Discount         | 25,448,437 | 25,655,627 | 57,008,450 | 75,555,239 | 128,511,764 | 66,269,054 | 60,780,071 | 55,952,080  | 15,606,654  | 24,102,477 | 42,275,713  | 10,574,251 |
| Less: Cost of sales         | 20,457,749 | 20,859,199 | 45,841,773 | 62,673,442 | 106,766,267 | 54,805,792 | 49,302,751 | 47,357,635  | 12,234,881  | 19,364,229 | 35,166,820  | 8,820,645  |
| GROSS TRADING PROFIT        | 4,990,689  | 4,796,428  | 11,166,677 | 12,881,797 | 21,745,496  | 11,463,262 | 11,477,320 | 8,594,445   | 3,371,773   | 4,738,248  | 7,108,893   | 1,753,606  |

# INCOME STATEMENT OF OSUSALA OPERATIONS FOR THE YEAR ENDED 31 DECEMBER 2014

|                             |             |            |            |                |             |            |            |              |            | NOTE 9a       |
|-----------------------------|-------------|------------|------------|----------------|-------------|------------|------------|--------------|------------|---------------|
|                             | SATHOSA     | OSU SALA   | OSU SALA   | OSU SALA       | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA     | REGIONAL   | OSUSALA       |
| COST OF SALES               | OUTLETS     | TRADING    | TRADING    | KATUWANA       | TRADING     | TRADING    | TRADING    | TRADING      | STORES     | TOTAL TRADING |
|                             | PILIYANDALA | TANGALLE   | RAGAMA     | AS AT 19.04.14 | BANDARAGAMA | FORT       | BORELLA    | EMBILIPITIYA | KANDY      | ACTIVITIES    |
|                             | RS.         | RS.        | RS.        | RS.            | RS.         | RS.        | RS.        | RS.          | RS.        | RS.           |
| Stock in Trade -            |             |            |            |                |             |            |            |              |            |               |
| at the bigining of the year | 1,421,065   | 6,165,464  | 10,577,068 | 2,593,327      | 2,389,629   |            |            |              | 10,398,008 | 427,867,448   |
| Local purchases             | 2,952,032   | 8,170,142  | 16,350,323 | 266,929        | 10,211,356  | 9,219,885  | 11,075,087 | 2,836,603    |            | 1,355,998,311 |
| Transfers                   | 2,936,042   | 13,675,117 | 23,620,152 | 547,648        | 10,966,276  | 4,940,613  | 6,630,357  | 6,898,178    | 59,162,997 | 844,836,472   |
| Closing stock - Katuwana    |             |            |            | (1,935,854)    |             |            |            | 1,935,854    |            |               |
| STOCK AVAILABLE FOR SALE    | 7,309,139   | 28,010,723 | 50,547,542 | 1,472,049      | 23,567,261  | 14,160,498 | 17,705,445 | 11,670,635   | 69,561,005 | 2,628,702,230 |
| Stock In trade at year end  | 1,567,316   | 7,900,342  | 11,101,568 |                | 5,174,222   | 7,469,331  | 10,085,613 | 6,238,494    | 9,100,412  | 457,176,405   |
| COST OF SALES & TRANSFERS   | 5,741,823   | 20,110,381 | 39,445,975 | 1,472,049      | 18,393,039  | 6,691,167  | 7,619,831  | 5,432,142    | 60,460,593 | 2,171,525,825 |
| TOTAL TRADING               |             |            |            |                |             |            |            |              |            |               |
| Sales less Discount         | 6,788,258   | 24,567,157 | 46,578,969 | 1,721,532      | 23,105,441  | 8,106,168  | 9,302,354  | 6,867,743    | 84,469,130 | 2,594,326,479 |
| Less: Cost of sales         | 5,741,823   | 20,110,381 | 39,445,975 | 1,472,049      | 18,393,039  | 6,691,167  | 7,619,831  | 5,432,142    | 60,460,593 | 2,171,525,825 |
| GROSS TRADING PROFIT        | 1,046,435   | 4,456,776  | 7,132,994  | 249,483        | 4,712,401   | 1,415,001  | 1,682,522  | 1,435,601    | 24,008,538 | 422,800,654   |

# Discontinued Operation -

The Rajya Osusala Katuwana retail outlet were closed down in the year 2014, due to continuous losses recorded during the past years. The pharmaceutical stocks were transferred to Rajaya osusala - Embilipitiya ,after considering their requirements.

# STATE PHARMACEUTICALS CORPORATION OF SRI LANKA ACCOUNTS FOR THE YEAR ENDED 31ST DECEMBER 2014

| COST OF MANUFACTURING GLUCOSE, JEI   | EWANEE AND BE CREAM | NOTE 10     |
|--------------------------------------|---------------------|-------------|
|                                      | 2014                | 2013        |
|                                      | RS.                 | RS.         |
| Opening stock of raw materials       | 947,125             | 1,259,183   |
| Add: purchases of raw materials      | 24,688,891          | 23,850,426  |
| Less: closing stock of raw materials | 762,869             | 841,275     |
| Cost of raw materials consumed       | 24,873,147          | 24,268,334  |
| Add: Manufacturing cost (10a)        | 33,598,884          | 28,131,353  |
| Production cost of goods             | 58,472,031          | 52,399,687  |
| ODG TD A DING                        | 2014                | 2012        |
| ORS TRADING                          | 2014<br>RS.         | 2013<br>RS. |
| Opening stock ( finished goods)      | 979,781             | 1,477,837   |
| Add: Production cost of goods        | 58,472,031          | 52,399,687  |
| Less: Closing stock (finished goods) | 258,064             | 1,085,631   |
| Cost of sale                         | 59,193,747          | 52,791,893  |
| Sales                                | 76,516,369          | 66,571,028  |
| Less: Cost of sale                   | 59,193,747          | 52,791,893  |
| Gross profit                         | 17,322,622          | 13,779,135  |
|                                      |                     |             |
|                                      |                     | NOTE 10a    |
| MANUFACTURING COST                   | 2014                | 2013        |
|                                      | RS.                 | RS.         |
| Salaries & wages                     | 10,971,726          | 8,834,512   |
| Overtime.                            | 1,790,831           | 1,810,042   |
| Uniforms.                            | 372,850             | 154,987     |
| Insurance for staff                  | 70,894              | 198,474     |
| Provident fund (EPF & ETF).          | 1,275,975           | 772,335     |
| Annual bonus                         | 316,210             | 209,000     |
| Attendance bonus                     | 331,475             | 421,575     |
| Annual incentive bonus               | 1,802,538           | 703,188     |
| Staff welfare                        | 1,236,769           | 870,680     |
| Medical expenses                     | 326,145             | 396,574     |
| Power                                | 3,439,554           | 3,040,777   |
|                                      |                     |             |

Repairs & maintenance

Packing materials used

Total

357,549

9,950,102

33,598,884

304,865

9,408,869

28,131,353

#### OTHER OPERATING INCOME

| N | O | TE | 11 |  |
|---|---|----|----|--|
|   |   |    |    |  |

| O III OI EILIII (O II (O O)         |             | 1101211     |
|-------------------------------------|-------------|-------------|
|                                     | 2014<br>RS. | 2013<br>RS. |
| Sales of tender forms.              | 5,249,831   | 3,569,473   |
| Rent received                       | 521,560     | 907,430     |
| Treasury bill interest              | 4,698,229   | 3,712,922   |
| Scrap sales                         | 231,720     | 392,883     |
| Fund management income              | 3,708,493   |             |
| Miscellaneous income                | 4,723,147   | 2,119,516   |
| Holiday bungalow income             | 1,047,926   | 1,270,725   |
| Pre qualification charges           | 1,925,250   | 1,138,500   |
| Claim received from suppliers - SPC | <u> </u>    | 193,306     |
| Bad debt recoveries                 | 2,524,926   |             |
| Supplier Convention                 | 439,961     | 2,351,769   |
| Int. on returned cheques/ delays    | 666,796     | 1,032,209   |
| Profit on disposal of fixed assets  |             | 847,790     |
| Total                               | 25,737,839  | 17,536,523  |

NOTE 12 SPC TRADING TOTAL TOTAL TOTAL TOTAL ADMINISTRATIVE EXPENSES TRADING TRADING TRADING TRADING SPC DHS OSUSALAS O.R.S. **BULK** 2014 2013 PERSONNEL EMOLUMENTS RS. RS. RS. RS. RS RS. RS. Salaries, Wages & Allowances. 166,733,790 113,505,211 280,239,000 144,461,177 424,700,177 344,285,796 16,827,829 8,846,948 25,674,777 5,897,966 31,572,743 31,309,670 Overtime. Staff training expenses 1,583,373 1,583,373 2,015,202 3,598,576 3,536,461 Uniforms. 2,604,036 579,235 3,183,272 737,209 3,920,481 3,189,115 3,353,591 6,027,295 9,430,191 Insurance for staff 2,673,704 3,402,896 10,363,387 Provident fund (EPF & ETF) 19,135,447 12,520,425 31,655,872 15,935,086 47,590,958 29,434,132 6,900,755 Annual bonus 4,121,169 2,779,586 3,537,655 10,438,410 6,935,267 Monthly attendance bonus. 7,621,275 4,562,408 12,183,683 5,806,701 17,990,384 14,284,644 Sports club 453,177 453,177 576,771 1,029,948 1,523,297 21,181,025 Annual per inc. bonus. 15,789,214 36,970,239 20,095,363 57,065,601 41,015,951 Gratuity. 17,533,159 17,533,159 22,314,929 39,848,088 15,594,801 Land/ Housing loan interest 2,346,313 181,062 2,004,038 4,531,413 2,550,594 7,082,008 5,761,705 Vehicle hiring charges 870,000 870,000 870,000 1,350,000 P.A.Y.E. 656,188 SPC Anniversary payment 514,536 514,536 654,864 1,169,400 1,846,260 675,289 1,205,874 290,340 Death gratuity 530,585 530,585 Total 243,924,476 181,062 184,745,599 428,851,136 228,661,702 657,512,838 511,377,014 TRAVELING EXPENSES 59,881 59,881 66,534 5,600 Overseas travelling expenses- directors 6,653 573.782 63,754 637.536 187,307 Overseas travelling expenses- others. 573.782 349,404 3,307,752 3,657,156 367.528 4.024,683 4.133,378 Local travelling expenses - others 3,941,415 349,404 4,290,819 437,935 4,728,754 4,326,285 Total SUPPLIES & REQUISITES Printing & stationery. 3,074,540 245,450 9,588,231 12,908,221 3.196,077 16,104,298 18,543,436 Board meeting expenses. 140,972 140,972 46,991 187,963 224,851 Entertainment - others 233,195 233,195 77,732 310,927 215,797 Repairs to motor vehicles 7,352,651 7,352,651 2,450,884 9,803,535 7,815,407 Fuel & lubricants. 10,531,677 10,531,677 3,510,559 14,042,236 13,445,344 51,456 205,824 License fees of motor vehicles. 154,368 154,368 256,757 Total 3,074,540 245,450 28,001,094 31,321,085 9,333,698 40,654,783 40,501,591 REPAIRS & MAINTENANCE 1,093,189 2,224,127 3,317,316 2,224,127 5,541,442 6,784,177 Buildings. Furniture, fittings & equipment 2,398,547 3.092,799 5,491,346 3.092,799 8.584.146 6.664.588 1,960,894 3,978,242 56,454 1,960,894 2,017,348 2,685,520 Computer 3,548,189 7,277,820 10,826,010 7,277,820 18,103,830 16,134,285 Total

NOTE 12 SPC TRADING **TOTAL** TOTAL TOTAL TOTAL ADMINISTRATIVE EXPENSES **TRADING TRADING TRADING TRADING OSUSALAS** O.R.S. **BULK** SPC DHS 2014 2013 TRANSPORTATION, COMMUNICATION UTILITIES & OTHER SERVICES RS. RS. RS. RS. RS. RS. RS. Rent. 12,165,090 12,165,090 12,165,090 12,155,489 1,012,374 312,174 1,324,548 1,324,548 1,391,190 Lease rent 14,250 457,209 Rates & taxes. 577,498 457,209 1,048,957 1,506,165 1,497,573 Water bills 835,167 68,569 747,816 1,651,552 747,816 2,399,367 2,055,978 30,350,245 12,795,929 Electricity. 17,554,316 12,795,929 43,146,174 36,058,217 43,130 Postage, Telegrams & Telephones. 3,906,908 5,494,772 9,444,810 5,494,772 14,939,582 13,635,045 Trade subscriptions, Periodicals & Publicati 342,800 188,746 531,546 188,746 720,292 715,294 Professional charges 1,151,176 1,151,176 1,151,176 2,302,353 5,713,077 Insurance. 1,474,718 1,474,718 1,474,718 2,949,437 2,060,050 Press notification. 4,616,288 4,616,288 10,771,338 15,387,626 8,565,314 15,919,901 326,604 22,162,408 28,078,311 Security services. 5,915,903 5,915,903 19,466,061 12,857,013 29,590,852 12,857,013 42,447,866 37,682,476 Depreciation 16,733,839 License fees for drugs. 296,377 553,871 850,248 4,984,838 5,835,086 4,262,494 Sundry expenses. 189,842 54,108 405,265 649,215 190,713 839,928 779,189 Directors fees. 288,817 288,817 288,817 577,634 546,750 Audit fees. 455,398 455,398 455,398 910,795 947,214 Tender board meeting expenses. 1,923,953 1,923,953 4,489,224 6,413,178 6,328,698 Staff welfare. 18,711,678 11.046.899 29,758,577 14,059,690 43,818,267 42,261,967 4,631,871 3,320,120 7,951,991 4,225,608 12,177,599 11,819,400 Staff medical expenses. Donations 7,099,455 7,099,455 7,099,455 2,916,472 Holiday bungalow expenses 1,630,268 1,630,268 2,074,887 3,705,155 3,707,037 Total 92,877,663 506,660 72,735,790 166,120,113 82,623,794 248,743,907 214,564,984 TOTAL ADMINISTRATIVE COST 343,774,272 933,172 296,701,718 641,409,162 328,334,949 969,744,111 786,904,158

|                                    | OSU SALA        | OSU SALA      | OSU SALA   | OSU SALA   | OSU SALA   | OSU SALA     | OSU SALA   | OSU SALA    | OSU SALA   | OSU SALA   | OSU SALA   | OSU SALA   |
|------------------------------------|-----------------|---------------|------------|------------|------------|--------------|------------|-------------|------------|------------|------------|------------|
| OSUSALA -OVERHEADS                 | TRADING         | TRADING       | TRADING    | TRADING    | TRADING    | TRADING      | TRADING    | TRADING     | TRADING    | TRADING    | TRADING    | TRADING    |
|                                    | Col.07          | Col.04        | Col .01    | KANDY      | NUGEGODA   | AVISSAWELLA. | RATNAPURA  | MINUWANGODA | PANADURA   | GALLE      | MATARA     | KURUNEGALA |
| ADMINISTRATIVE EXPENSES            | RS.             | RS.           | RS.        | RS.        | RS.        | RS.          | RS.        | RS.         | RS.        | RS.        |            | RS.        |
| PERSONNEL EMOLUMENTS               |                 |               |            |            |            |              |            |             |            |            |            |            |
| Salaries, Wages & Allowances.      | 24,883,334      | 9,473,387     | 5,785,425  | 9,130,514  | 6,933,864  | 4,512,760    | 7,087,874  | 3,757,751   | 6,223,541  | 8,045,614  | 6,429,331  | 5,872,990  |
| Overtime.                          | 2,882,801       | 1,269,249     | 277,071    | 999,738    | 862,014    | 384,565      | 466,918    | 363,451     | 559,571    | 408,422    | 373,810    | 633,626    |
| Uniforms.                          | 457,513         | 161,363       | 104,574    | 145,500    | 155,140    | 72,913       | 121,342    | 71,532      | 135,245    | 116,087    | 97,072     | 92,066     |
| Insurance for staff                | 567,166         | 419,574       | 169,772    | 531,281    | 189,303    | 184,111      | 130,417    | 55,192      | 89,806     | 71,807     | -          | 33,912     |
| Provident fund (E.P.F & E.T.F)     | 2,870,023       | 1,084,347     | 672,616    | 1,072,306  | 792,954    | 528,921      | 795,910    | 417,164     | 709,760    | 928,069    | 741,641    | 633,752    |
| Annual bonus                       | 645,012         | 220,847       | 230,877    | 216,000    | 162,000    | 108,000      | 162,000    | 67,500      | 135,000    | 175,500    | 150,713    | 132,458    |
| Annual per inc. bonus.             | 3,322,229       | 1,267,236     | 807,149    | 1,163,494  | 820,598    | 554,200      | 850,604    | 369,951     | 797,836    | 991,494    | 811,038    | 666,040    |
| Housing loan interest              | 410,965         | 195,067       | 51,565     | 80,305     | 50,048     | 32,145       | 45,438     |             | 70,808     | 40,917     | 37,318     | 143,674    |
| Attendance bonus                   | 1,270,025       | 385,963       | 227,675    | 398,125    | 301,325    | 175,550      | 365,075    | 157,813     | 292,113    | 328,763    | 318,175    | 299,850    |
| Total                              | 37,309,069      | 14,477,031    | 8,326,724  | 13,737,262 | 10,267,246 | 6,553,163    | 10,025,578 | 5,260,352   | 9,013,680  | 11,106,673 | 8,959,098  | 8,508,368  |
| TRAVELLING EXPENSES                |                 |               | "          |            |            |              |            |             |            | •          |            |            |
| Local travelling expenses          | 13,450          | 18,441        | 6,645      | 8,580      | 2,172      | 21,908       | 40,950     | 11,346      | 21,377     | 1,720      | 6,720      | 11,398     |
| Total                              | 13,450          | 18,441        | 6,645      | 8,580      | 2,172      | 21,908       | 40,950     | 11,346      | 21,377     | 1,720      | 6,720      | 11,398     |
| SUPPLIES & REQUISITES              |                 |               | "          |            |            |              |            |             |            | •          |            |            |
| Printing & stationery.             | 375,282         | 121,237       | 139,023    | 176,682    | 145,655    | 39,881       | 79,800     | 131,274     | 93,626     | 116,933    | 32,462     | 151,741    |
| Total                              | 375,282         | 121,237       | 139,023    | 176,682    | 145,655    | 39,881       | 79,800     | 131,274     | 93,626     | 116,933    | 32,462     | 151,741    |
| REPAIRS & MAINTENANCE              |                 |               | "          |            |            |              |            |             |            | •          |            |            |
| Buildings.                         | 255,034         | 28,659        | 48,656     | 39,825     | 53,762     | 10,721       | 32,772     | 37,195      | 11,193     | 15,810     | 58,180     | 30,351     |
| Furniture, fittings & equipment    | 614,976         | 301,792       | 25,280     | 86,148     | 29,989     | 44,146       | 61,757     | 35,780      | 145,655    | 56,444     | 45,984     | 30,856     |
| Computer                           | -               | 11,771        | 15,000     | 29,682     | -          | -            | -          | -           | -          | -          | -          | -          |
| Total                              | 870,010         | 342,221       | 88,936     | 155,655    | 83,751     | 54,867       | 94,529     | 72,976      | 156,848    | 72,255     | 104,165    | 61,206     |
| TRANSPORTATION, COMMUNICATION      | ON, UTILITIES & | OTHER SERVICE | s          |            |            |              | -          |             |            | 1,0        |            |            |
| Rent.                              | -               | -             | -          |            | -          | 280,638      | -          | 388,500     | 765,100    | 570,000    | 714,000    | 1,418,000  |
| Lease rent                         | -               | -             | -          | 337,500    | 294,333    | -            | 171,450    | -           | -          | -          | -          | -          |
| Rates & taxes.                     | 235,620         | 117,810       | 71,379     | 40,705     | 5,000      | -            | 10,320     | -           | 3,000      | 5,600      | 10,035     | 6,200      |
| Water bills                        | 185,905         | 95,854        | 18,531     | 50,803     | 18,531     | 32,495       | 51,578     | 26,083      | 20,829     | 36,545     | 18,103     | 39,255     |
| Electricity.                       | 3,624,320       | 1,036,600     | 300,000    | 857,127    | 740,925    | 323,752      | 879,521    | 200,680     | 718,285    | 840,067    | 665,615    | 369,095    |
| Postage, Telegrams & Telephones.   | 260,523         | 182,383       | 112,689    | 136,092    | 165,583    | 35,397       | 139,234    | 156,980     | 133,786    | 179,077    | 133,545    | 161,640    |
| Depreciation                       | 1,535,888       | 872,486       | 777,079    | 893,456    | 776,401    | 188,544      | 908,287    | 275,034     | 412,169    | 552,274    | 561,408    | 510,092    |
| Trade subscriptions, Periodicals - |                 |               |            |            |            |              |            |             |            |            |            |            |
| - & Publications.                  | 32,660          | 11,720        | -          | 16,100     | 18,260     | 16,000       | 16,000     | 8,460       | 14,850     | 16,350     | 15,700     | 15,500     |
| Security services.                 | 2,519,665       | 880,872       | 258,366    | 883,473    | 256,632    | 882,606      | 255,765    | 625,974     | 258,366    | 626,474    | 626,384    | 625,974    |
| License fees for drugs.            | 11,200          | -             | 17,920     | 11,200     | 11,200     | 11,200       | 11,200     | 44,800      | 11,200     | 11,200     | 15,680     | _          |
| Sundry expenses.                   | 22,690          | 5,587         | 1,070      | 12,212     | 4,285      | 5,463        | 14,376     | 3,270       | 1,978      | 10,790     | 7,149      | 11,860     |
| Staff welfare.                     | 2,837,090       | 950,918       | 362,008    | 1,145,838  | 668,054    | 572,470      | 836,727    | 497,877     | 701,726    | 818,745    | 723,626    | 669,304    |
| Staff medical expenses.            | 693,497         | 265,901       | 188,670    | 256,239    | 199,772    | 114,222      | 195,000    | 90,156      | 164,364    | 207,500    | 169,675    | 167,995    |
| Total                              | 11,959,059      | 4,420,131     | 2,107,711  | 4,640,744  | 3,158,976  | 2,462,787    | 3,489,458  | 2,317,815   | 3,205,653  | 3,874,621  | 3,660,920  | 3,994,915  |
|                                    |                 |               | 1          | (          |            |              |            |             |            |            |            |            |
| TOTAL ADMINISTRATIVE COST          | 50,526,870      | 19,379,062    | 10,669,040 | 18,718,924 | 13.657.799 | 9,132,607    | 13,730,315 | 7,793,763   | 12,491,183 | 15,172,201 | 12,763,365 | 12,727,628 |

|                                  |                     |              |           |            |            |            |           |             |             |           |             | NOTE 12 a |
|----------------------------------|---------------------|--------------|-----------|------------|------------|------------|-----------|-------------|-------------|-----------|-------------|-----------|
|                                  | OSU SALA            | OSU SALA     | OSU SALA  | OSU SALA   | OSU SALA   | OSU SALA   | OSU SALA  | OSU SALA    | OSU SALA    | OSU SALA  | OSU SALA    | SATHOSA   |
| OSUSALA -OVERHEADS               | TRADING             | TRADING      | TRADING   | TRADING    | TRADING    | TRADING    | TRADING   | TRADING     | TRADING     | TRADING   | TRADING     | OUTLET    |
|                                  | AMPARA              | н, тота      | A,PURA    | MAHARAGAMA | J,PURA     | KARAPITIYA | NEGOMBO   | BADULLA-CWE | DIYATHALAWA | JAFFNA    | POLONNARUWA | RATMALANA |
| ADMINISTRATIVE COST              | RS.                 | RS.          | RS.       | RS.        | RS.        | RS.        | RS.       | RS.         | RS.         | RS.       | RS.         | RS.       |
| PERSONNEL EMOLUMENTS             | <u></u>             |              |           |            |            |            |           |             |             |           |             |           |
| Salaries, Wages & Allowances.    | 2,993,921           | 3,639,308    | 3,788,145 | 5,581,207  | 10,541,247 | 6,182,239  | 4,614,957 | 4,315,146   | 2,372,628   | 2,296,615 | 2,963,924   | 1,278,825 |
| Overtime.                        | 508,754             | 249,685      | 489,345   | 372,087    | 1,213,702  | 400,340    | 618,212   | 331,181     | 215,859     | 364,354   | 414,160     | 144,735   |
| Uniforms.                        | 44,129              | 59,144       | 30,339    | 97,828     | 156,396    | 63,150     | 76,590    | 68,603      | 31,056      | 24,518    | 46,830      | 22,336    |
| Insurance for staff              | 24,771              | 3,750        | -         | 190,380    | 377,591    | 44,525     | -         | 43,480      | 90,000      | -         | -           | -         |
| Provident fund (E.P.F & E.T.F)   | 402,625             | 438,664      | 438,893   | 634,919    | 1,239,648  | 723,740    | 496,646   | 493,744     | 297,720     | 238,597   | 359,529     | 149,023   |
| Annual bonus                     | 69,990              | 81,000       | 93,006    | 135,000    | 291,533    | 148,500    | 94,500    | 94,500      | 54,000      | 54,000    | 67,500      | 27,000    |
| Annual per inc. bonus.           | 376,396             | 408,328      | 447,794   | 609,267    | 1,461,343  | 747,594    | 476,421   | 541,905     | 282,702     | 263,069   | 382,714     | 141,338   |
| Housing loan interest            | -                   | -            | 125,554   | 104,891    | 149,631    | 160,557    | -         | 239,813     | 57,935      | -         | 30,529      | -         |
| Attendance bonus                 | 161,300             | 128,738      | 199,800   | 235,350    | 444,438    | 257,313    | 213,213   | 165,763     | 103,675     | 100,850   | 160,238     | 47,638    |
| Total                            | 4,581,886           | 5,008,616    | 5,612,876 | 7,960,929  | 15,875,528 | 8,727,956  | 6,590,539 | 6,294,134   | 3,505,576   | 3,342,002 | 4,425,422   | 1,810,895 |
| TRAVELLING EXPENSES              |                     |              |           |            |            | -          | -         |             |             |           |             | -         |
| Local travelling expenses        | 13,478              | 9,343        | 2,550     | 2,320      | 1,560      | 15,050     | 22,135    | 13,305      | 13,619      | 10,135    | 8,302       | 5,290     |
| Total                            | 13,478              | 9,343        | 2,550     | 2,320      | 1,560      | 15,050     | 22,135    | 13,305      | 13,619      | 10,135    | 8,302       | 5,290     |
| SUPPLIES & REQUISITES            |                     |              |           |            |            |            |           |             |             |           |             |           |
| Printing & stationery.           | 35,039              | 89,455       | 73,752    | 147,673    | 383,588    | 25,724     | 129,140   | 43,334      | 213,381     | 53,522    | 19,139      | 41,936    |
| Total                            | 35,039              | 89,455       | 73,752    | 147,673    | 383,588    | 25,724     | 129,140   | 43,334      | 213,381     | 53,522    | 19,139      | 41,936    |
| REPAIRS & MAINTENANCE            |                     |              |           |            |            |            |           |             |             |           |             |           |
| Buildings.                       | 7,414               | 13,438       | 16,165    | 4,631      | 10,755     | 27,897     | 8,500     | 112,531     | 43,027      | 4,301     | 3,793       | 110       |
| Furniture, fittings & equipment  | 104,998             | 48,404       | 79,488    | 53,110     | 75,775     | 95,548     | 77,456    | 112,873     | 17,300      | 26,408    | 108,360     | 18,380    |
| Computer                         | -                   | -            | -         | -          | -          | -          | -         | -           | -           | -         | -           | -         |
| Total                            | 112,412             | 61,842       | 95,653    | 57,740     | 86,530     | 123,445    | 85,956    | 225,404     | 60,327      | 30,709    | 112,153     | 18,490    |
| TRANSPORTATION, COMMUNICATIO     | ON, UTILITIES & OTH | HER SERVICES |           |            |            |            |           |             |             |           |             |           |
| Rent.                            | -                   | 540,000      | 1,056,000 | 765,000    | 1,020,000  | 600,000    | 921,600   | -           | -           | 1,800,000 | -           | -         |
| Lease rent                       | -                   | -            | -         | -          | -          | -          | -         | 209,091     | -           | -         | -           | -         |
| Rates & taxes.                   | 1,100               | 9,136        | 26,938    | -          | -          | 3,913      | 4,970     | 9,073       | -           | 6,200     | -           | -         |
| Water bills                      | 20,920              | 13,213       | 21,401    | 28,758     | -          | 22,031     | 20,446    | 22,975      | 4,389       | -         | 10,708      | -         |
| Electricity.                     | 356,017             | 422,762      | 739,372   | 628,691    | 70,316     | 702,228    | 828,242   | 435,365     | 64,907      | 684,372   | 547,824     | -         |
| Postage, Telegrams & Telephones. | 140,914             | 161,313      | 179,823   | 131,459    | 156,589    | 146,245    | 136,203   | 161,274     | 48,244      | 116,183   | 132,552     | 513       |
| Depreciation                     | 666,186             | 382,277      | 456,919   | 145,562    | 575,333    | 402,851    | 176,160   | 522,321     | 19,031      | 860,428   | 1,038,457   | 28,839    |
| Trade subscriptions, Periodicals |                     |              |           |            |            |            |           |             |             |           |             |           |
| & Publications.                  | -                   | 6,380        | 15,870    | 16,560     | 25,420     | 12,620     | 5,800     | 15,550      | -           | 13,700    | -           | 1,080     |
| Security services.               | 255,765             | 260,520      | 268,770   | 257,788    | 625,974    | 267,036    | 258,366   | 625,974     | -           | 625,974   | 625,974     | -         |
| License fees for drugs.          | 11,200              | 11,200       | 11,200    | -          | 11,200     | 11,200     | -         | 11,200      | 11,200      | 9,657     | 11,200      |           |
| Sundry expenses.                 | 2,326               | 7,686        | 1,374     | 4,953      | 5,665      | 7,080      | 5,136     | 11,067      | 427         | 12,240    | 5,002       | 378       |
| Staff welfare.                   | 385,509             | 423,115      | 612,135   | 555,833    | 1,141,999  | 730,549    | 587,226   | 507,104     | 236,784     | 297,415   | 384,103     | 164,459   |
| Staff medical expenses.          | 83,695              | 95,353       | 103,750   | 158,424    | 327,942    | 168,243    | 136,178   | 105,981     | 72,849      | 59,115    | 96,100      | 22,766    |
| Total                            | 1,923,632           | 2,332,955    | 3,493,552 | 2,693,029  | 3,960,437  | 3,073,996  | 3,080,327 | 2,636,974   | 457,831     | 4,485,284 | 2,851,921   | 218,035   |
|                                  |                     |              | •         |            | * *        | · · ·      |           | * *         |             | •         |             | ·         |
| TOTAL ADMINISTRATIVE COST        | 6,666,447           | 7,502,211    | 9,278,382 | 10,861,691 | 20,307,643 | 11,966,170 | 9,908,097 | 9,213,151   | 4,250,734   | 7,921,651 | 7,416,937   | 2,094,645 |
|                                  |                     |              |           |            |            |            |           |             |             |           |             |           |

|                                  | SATHOSA           | OSU SALA     | OSU SALA  | OSU SALA | OSU SALA    | OSU SALA  | OSU SALA     | OSU SALA     | REGIONAL  | OSUSALA       |
|----------------------------------|-------------------|--------------|-----------|----------|-------------|-----------|--------------|--------------|-----------|---------------|
| OSUSALA -OVERHEADS               | OUTLET            | TRADING      | TRADING   | TRADING  | TRADING     | TRADING   | TRADING      | TRADING      | STORES    | TOTAL TRADING |
|                                  | PILIYANDALA       | TAGALLE      | RAGAMA    | KATUWANA | BANDARAGAMA | FORT      | BORELLA      | EMBILIPITIYA | KANDY     | ACTIVITIES    |
| ADMINISTRATIVE COST              | RS.               | RS.          | RS.       | RS.      | RS.         | RS.       | RS.          | RS.          | RS.       | RS.           |
| PERSONNEL EMOLUMENTS             |                   |              |           |          |             |           |              |              |           |               |
| Salaries, Wages & Allowances.    | 990,013           | 3,261,614    | 3,729,670 | 326,394  | 3,496,834   | 1,180,517 | 1,155,516    | 1,624,959    | 2,263,727 | 166,733,790   |
| Overtime.                        | 31,101            | 459,394      | 511,104   | 38,082   | 368,878     | 97,401    | 145,507      | 142,873      | 229,840   | 16,827,829    |
| Uniforms.                        | 13,432            | 31,356       | 36,684    | 800      | 15,000      | 19,450    | 1,800        | 7,650        | 26,599    | 2,604,036     |
| Insurance for staff              |                   | 131,005      | -         | -        | 2,300       | -         | <del>-</del> | 3,450        | -         | 3,353,591     |
| Provident fund (E.P.F & E.T.F)   | 112,155           | 357,542      | 425,363   | 37,611   | 378,822     | 119,139   | 114,370      | 166,670      | 262,565   | 19,135,447    |
| Annual bonus                     | 27,000            | 76,186       | 92,342    | -        | 68,363      | 54,000    | 54,542       | 64,800       | 67,500    | 4,121,169     |
| Annual per inc. bonus.           | 136,066           | 385,385      | 440,410   | -        | 404,269     | 270,788   | 318,312      | 333,002      | 332,059   | 21,181,025    |
| Housing loan interest            | 50,912            | -            | 132,267   | -        | 64,572      | -         |              | 48,040       | 23,362    | 2,346,313     |
| Attendance bonus                 | 44,363            | 180,588      | 196,825   | 17,188   | 184,175     | 46,388    | 58,638       | 54,338       | 100,013   | 7,621,275     |
| Total                            | 1,405,040         | 4,883,069    | 5,564,665 | 420,074  | 4,983,212   | 1,787,682 | 1,848,684    | 2,445,781    | 3,305,664 | 243,924,476   |
| TRAVELLING EXPENSES              |                   |              |           |          |             |           |              |              |           |               |
| Local travelling expenses        | 4,920             | 11,713       | 13,455    | 6,880    | 10,412      | 3,729     | 2,039        | 2,327        | 12,135    | 349,404       |
| Total                            | 4,920             | 11,713       | 13,455    | 6,880    | 10,412      | 3,729     | 2,039        | 2,327        | 12,135    | 349,404       |
| SUPPLIES & REQUISITES            |                   |              |           |          |             |           |              |              |           |               |
| Printing & stationery.           | 24,443            | 48,113       | 54,793    | 8,388    | 27,378      | 7,765     | 7,803        | 4,288        | 32,290    | 3,074,540     |
| Total                            | 24,443            | 48,113       | 54,793    | 8,388    | 27,378      | 7,765     | 7,803        | 4,288        | 32,290    | 3,074,540     |
| REPAIRS & MAINTENANCE            |                   |              |           |          |             |           |              |              |           |               |
| Buildings.                       | 919               | 64,862       | 55,088    | 101      | 18,319      | 60,903    | 4,855        | 2,473        | 10,950    | 1,093,189     |
| Furniture, fittings & equipment  | 8,076             | 16,655       | 35,011    | -        | 21,353      | 60        | 540          | 8,069        | 11,876    | 2,398,547     |
| Computer                         | -                 | -            | -         | -        | -           | -         | -            | -            | -         | 56,454        |
| Total                            | 8,996             | 81,518       | 90,099    | 101      | 39,672      | 60,963    | 5,395        | 10,542       | 22,826    | 3,548,189     |
| TRANSPORTATION, COMMUNICATION    | ON,UTILITIES & OT | HER SERVICES | -         | ."       | ."          |           |              | -            |           |               |
| Rent.                            | -                 | -            | 245,000   | 120,000  | -           | 82,253    | -            | 471,000      | 408,000   | 12,165,090    |
| Lease rent                       | -                 | -            | -         | -        | -           | -         | -            | -            | -         | 1,012,374     |
| Rates & taxes.                   |                   | 7,500        | -         |          | -           |           |              | _            | 3,000     | 577,498       |
| Water bills                      |                   | 16,856       | 4,059     | -        | 18,864      | 3,724     |              | 7,569        | 24,740    | 835,167       |
| Electricity.                     |                   | 420,349      | 267,965   | 38,265   | 307,998     | 143,599   |              | 136,256      | 203,800   | 17,554,316    |
| Postage, Telegrams & Telephones. | 14,291            | 119,730      | 154,327   | 32,045   | 50,870      | 54,239    | 52,835       | 66,017       | 54,313    | 3,906,908     |
| Depreciation                     | 27,592            | 1,025,603    | 706,011   | 177,019  | 312,014     | 347,422   | 272,407      | 234,309      | 93,981    | 16,733,839    |
| Trade subscriptions, Periodicals |                   |              |           |          |             |           |              |              |           | -             |
| & Publications.                  | -                 | 12,150       | 13,460    | 1,640    | 5,280       | 2,930     | 2,880        | 800          | 9,080     | 342,800       |
| Security services.               |                   | 625,974      | 625,974   | -        | 624,240     | 312,120   | 139,587      | 193,341      | 625,974   | 15,919,901    |
| License fees for drugs.          |                   | 11,200       | -         |          | 11,200      | -         | -            | 11,200       | 6,720     | 296,377       |
| Sundry expenses.                 |                   | 2,864        | 10,875    | 500      | 5,530       | 2,023     | 1,045        | 590          | 2,353     | 189,842       |
| Staff welfare.                   | 92,253            | 396,182      | 409,071   | 45,045   | 380,680     | 100,264   | 97,124       | 140,646      | 239,802   | 18,711,678    |
| Staff medical expenses.          | 30,000            | 99,892       | 110,695   | 43,043   | 101,930     | 15,570    | 27,500       | 20,316       | 82,581    | 4,631,871     |
| Total                            | 164,136           | 2,738,300    | 2,547,436 | 414,514  | 1,818,606   | 1,064,144 | 593,378      | 1,282,044    | 1,754,343 | 92,877,663    |
| 10411                            | 104,130           | 4,730,300    | 4,341,430 | +14,514  | 1,010,000   | 1,004,144 | 373,310      | 1,202,044    | 1,/34,343 | 22,011,003    |
|                                  |                   |              |           |          |             |           |              |              |           |               |

NOTE 13

| OTHER OPERATING EXPENSES                | \$        | SPC TRADING |              | TOTAL<br>TRADING | TOTAL<br>TRADING | TOTAL<br>TRADING | TOTAL TRADING |
|---|-----------|-------------|--------------|------------------|------------------|------------------|---------------|
|   | OSUSALAS  | O.R.S.      | BULK         | SPC              | DHS              | 2014             | 2013          |
| SELLING & DISTRIBUTION EXPENSES         | RS.       | RS.         | RS.          | RS.              | RS.              | RS.              | RS.           |
| Sales promotion expenses.               |           |             | 57,930,655   | 57,930,655       |                  | 57,930,655       | 43,500,441    |
| Prescriber                              |           |             | 519,300      | 519,300          |                  | 519,300          | 235,125       |
| Transport charges.                      |           | -           | 3,584,604    | 3,584,604        |                  | 3,584,604        | 5,900,037     |
| Provision for bad debts                 |           |             | <u> </u>     |                  | 523,933,159      | 523,933,159      | 407,751,641   |
| Discount on osusala sales               |           | <u>-</u>    | 2,186,614    | 2,186,614        |                  | 2,186,614        | 1,910,699     |
| Additional discounts                    |           |             | 75,218,589   | 75,218,589       |                  | 75,218,589       | 61,546,650    |
| Value Added Tax                         |           |             | 590,419      | 590,419          | 9,780,776        | 10,371,195       | 43,036,482    |
| NBT paid                                |           |             |              |                  |                  |                  | 21,510,409    |
| Dealers convention                      |           |             | 1,569,035    | 1,569,035        |                  | 1,569,035        | 1,597,445     |
| Stock losses                            |           | -           | 10,644,636   | 10,644,636       | 12,003,943       | 22,648,579       | 40,584,564    |
| Pro. for outdated & damaged drugs       | 2,444,573 |             | 29,204,975   | 31,649,548       |                  | 31,649,548       | 42,110,540    |
| Pro. for outdated & damaged drugs - DHS |           | -           |              |                  | 8,587,784        | 8,587,784        | 54,202,745    |
| Stamp fee                               |           |             | 161,774      | 161,774          |                  | 161,774          | 229,899       |
| Setting up expenses                     |           |             | 700,498      | 700,498          |                  | 700,498          | 325,516       |
| Storage charges                         |           |             | <del>-</del> |                  | 6,179,650        | 6,179,650        | 3,890,848     |
| Foreign exchange gain/loss              |           |             | 5,881,407    | 5,881,407        | (9,357,395)      | (3,475,988)      | 57,499,016    |
| Disposal of fixed assets                |           |             | 406,823      | 406,823          | <u>-</u>         | 406,823          |               |
| Sundry packing materials.               | 4,653,305 |             | 286,692      | 4,939,997        |                  | 4,939,997        | 5,231,327     |
| TOTAL                                   | 7,097,878 |             | 188,886,022  | 195,983,900      | 551,127,916      | 747,111,816      | 791,063,386   |
| RESEARCH & DEVELOPMENT                  |           |             |              |                  |                  |                  |               |
| Drugs for testing                       |           |             | 54,290       | 54,290           | 100,824          | 155,115          | 2,655         |
| Testing charges for samples             |           |             | 154,973      | 154,973          | 287,807          | 442,780          | 615,002       |
| Drugs for sample                        |           |             | 22,394       | 22,394           | 41,589           | 63,982           | 112,941       |
| TOTAL                                   |           | <u>-</u> .  | 231,657      | 231,657          | 430,220          | 661,877          | 730,598       |
| (c) DAMAGE DUE TO FIRE *                |           | <u> </u>    | 2,051,831    | 2,051,831        | -                | 2,051,831        |               |
| TOTAL OTHER OPERATING EXPENSES          | 7,097,878 | -           | 191,169,510  | 198,267,388      | 551,558,136      | 749,825,524      | 791,793,984   |

<sup>\*</sup> Central Purchasing Unit, Library, Stores and three Motor Bikes of the Corporation were completely destroyed due to the fire erupted on 6th September 2014.Loss of Rs.2,051,831 was recorded in the books of accounts. Insurance claim is negotiating.

| OTHER OPERATING EXPENSES  | - RAJYA OSUSA | LA       |          |          |          |          |          |          |          |          |          | NOTE 13a |
|---------------------------|---------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                           | OSU SALA      | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA | OSU SALA |
| OSUSALA -OVERHEADS        | TRADING       | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  | TRADING  |
|                           | Col.07        | Col.04   | Col .01  | KANDY    | NUGEGODA | AVISS.   | RAT.     | MINU.    | PANADURA | GALLE    | MATARA   | KURUNE.  |
| OTHER OPEATING EX.        | RS.           | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      | RS.      |
| SELLING & DISTRIBUTION EX |               |          |          |          |          |          |          |          |          |          |          |          |
| Outdated & damages        | 286,135       | 291,023  | 92,654   | 379,023  | 64,978   | 27,253   | 122,279  | 24,038   | 31,868   | 51,120   | 48,504   | 42,022   |
| Sundry packing materials. | 481,434       | 296,993  | 322,045  | 287,752  | 166,579  | 191,852  | 202,063  | 78,106   | 212,014  | 229,352  | 246,299  | 269,379  |
| Total                     | 767,569       | 588,016  | 414,699  | 666,775  | 231,557  | 219,104  | 324,342  | 102,144  | 243,882  | 280,472  | 294,802  | 311,402  |
|                           |               |          |          |          |          |          |          |          |          |          |          |          |

| OTHER OPERATING EXPENSES  | - RAJYA OSUSA    | LA               |                  |                  |                  |                  |                  |                  |                  |                  |                  |           |
|---------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------|
| OSUSALA -OVERHEADS        | OSU SALA TRADING | SATHOSA   |
|                           | AMPARA           | н, тота          | A,PURA           | MAHARAGAMA       | J,PURA           | KARAPITIYA       | NEGOMBO          | BADULLA-CWE      | DIYATHALAWA      | JAFFNA           | POLONNARUWA      | RATMALANA |
| OTHER OPEATING EX.        | RS.              | RS.       |
| SELLING & DISTRIBUTION EX |                  |                  |                  |                  |                  | -                |                  |                  |                  |                  |                  |           |
| Outdated & damages        | 68,881           | 59,675           | 85,187           | 41,063           | 246,999          | 86,939           | 15,445           | 28,718           | 7,059            | 97,216           | 40,380           | 10,377    |
| Sundry packing materials. | 92,681           | 83,751           | 135,273          | 258,468          | 210,502          | 74,256           | 176,799          | 145,515          | 114,647          | 53,061           | 54,724           | 53,074    |
| Total                     | 161,563          | 143,425          | 220,460          | 299,532          | 457,500          | 161,196          | 192,244          | 174,233          | 121,705          | 150,277          | 95,103           | 63,451    |

| OTHER OPERATING EXPENSES - RAJYA OSUSALA |                   |                  |                     |                     |                  |                     |                     |                  |                    |                       |
|--|-------------------|------------------|---------------------|---------------------|------------------|---------------------|---------------------|------------------|--------------------|-----------------------|
| OSUSALA -OVERHEADS                       | SATHOSA<br>OUTLET | OSU SALA TRADING | OSU SALA<br>TRADING | OSU SALA<br>TRADING | OSU SALA TRADING | OSU SALA<br>TRADING | OSU SALA<br>TRADING | OSU SALA TRADING | REGIONAL<br>STORES | OSUSALA TOTAL TRADING |
|  | PILIYANDALA       | TANGALLE         | RAGAMA              | KATUWANA            | BANDARAGAMA      | FORT                | BORELLA             | EMBILIPITIYA     | KANDY              | ACTIVITIES            |
| OTHER OPEATING EX.                       | RS.               | RS.              | RS.                 | RS.                 | RS.              | RS.                 | RS.                 | RS.              | RS                 | RS.                   |
| SELLING & DISTRIBUTION EX.               |                   |                  |                     |                     |                  |                     |                     |                  |                    |                       |
| Outdated & damages                       | 31,816            | 52,095           | 27,394              | -                   | 6,904            | 2,325               | 1,238               | 60,884           | 13,084             | 2,444,573             |
| Sundry packing materials.                | 11,796            | 13,891           | 32,041              | 2,818               | 65,717           | 26,572              | 39,415              | 9,408            | 15,028             | 4,653,305             |
|  |                   |                  |                     |                     |                  |                     |                     |                  |                    |                       |

|                    |          |             |           |           |             |             | NOTE 14   |
|--------------------|----------|-------------|-----------|-----------|-------------|-------------|-----------|
|                    |          | SPC TRADING |           | TOTAL     | TOTAL       | TOTAL       | TOTAL     |
| FINANCE EXPENSES   |          |             |           | TRADING   | TRADING     | TRADING     | TRADING   |
|                    | OSUSALAS | O.R.S.      | BULK      | SPC       | DHS         | 2014        | 2013      |
|                    | RS.      | RS.         | RS.       | RS.       | RS.         | RS.         | RS.       |
| O/D Interest       |          | _           | 1,124,190 | 1,124,190 | 148,534,565 | 149,658,755 | 1,383,954 |
| O/D Interest       |          |             | 1,124,190 | 1,124,190 | 146,334,303 | 149,036,733 | 1,363,934 |
| Bank charges       |          |             | 124,470   | 124,470   | -           | 124,470     | 226,688   |
| TOTAL FINANCE COST | -        | -           | 1,248,660 | 1,248,660 | 148,534,565 | 149,783,225 | 1,610,642 |

| MAJOR COMPONENT OF TAX EXPENSES                                 |              | NOTE 15     |
|---|--------------|-------------|
|   | 2014         | 2013        |
|   | RS.          | RS.         |
| Current tax expenses  | 257,614,120  | 324,603,163 |
| Adj. Deferred tax Income/Expenses relating to the origination - | (65,469,365) | (4,594,727) |
| and reversal of temporary differences                           |              |             |
| Tax expenses - Note (15a)                                       | 192,144,755  | 320,008,436 |

#### RECONCILIATION OF ACCOUNTING PROFIT TO INCOME TAX EXPENSES

|   |              | NOTE 15a    |
|---|--------------|-------------|
|   | 2014         | 2013        |
|   | RS.          | RS.         |
| Profit Before Tax   | 741,553,839  | 762,992,143 |
| Disallowable expenses   | (37,377,745) | 101,814,792 |
| Qualifying payments ( Donations)                                | (3,101,522)  | (1,500,000) |
| Taxable Income  | 701,074,572  | 863,306,935 |
| Income Tax @ 28%  | 196,300,880  | 241,725,942 |
| Tax on Distributable Profit 25% ( net)                          | 61,313,240   | 82,877,221  |
| Income tax on current year profit                               | 257,614,120  | 324,603,163 |
| Adj. Deferred tax Income/Expenses relating to the origination - |              |             |
| and reversal of temporary differences                           | (65,469,365) | (4,594,727) |
| Tax expenses  | 192,144,755  | 320,008,436 |
| Effective Tax Rate %  | 25.9         | 41.9        |

1,199,639,630

282,566,701

At 31 December 2012

| PROPERTY, PLANT AND EQUIPMENT    |               |             |                |                 |                |             |            |             |               | NOTE 16       |
|----------------------------------|---------------|-------------|----------------|-----------------|----------------|-------------|------------|-------------|---------------|---------------|
|                                  | Freehold land | Buildings   | Motor Vehicles | Delivery Cycles | Furniture<br>& | Equipment   | Plant<br>& | Computers   | Library Books | Total         |
|                                  |               |             |                |                 | Fittings       |             | Machinery  |             |               |               |
| COST OR VALUATION                | RS.           | RS.         | RS.            | RS.             | RS.            | RS.         | RS.        | RS.         | RS.           | RS.           |
| At 1 January 2013                | 1,199,639,630 | 294,881,711 | 100,951,399    | 45,013          | 32,170,423     | 134,487,469 | 10,110,955 | 99,340,198  | 5,657,731     | 1,877,284,529 |
| Additions                        |               | 33,466,836  |                |                 | 8,343,973      | 7,916,422   | 32,771     | 27,677,492  | 493,708       | 77,931,202    |
| Disposals                        |               |             | (3,800,000)    |                 | -              | -           |            |             |               | (3,800,000)   |
| At 31 December 2013              | 1,199,639,630 | 328,348,547 | 97,151,399     | 45,013          | 40,514,396     | 142,403,891 | 10,143,726 | 127,017,690 | 6,151,439     | 1,951,415,731 |
| Additions                        |               | 10,997,750  | 66,622,752     |                 | 10,037,888     | 11,478,243  | 5,229,292  | 14,676,836  | -             | 119,042,761   |
| Disposals                        |               |             | (3,940,700)    |                 | (1,180,363)    | (1,629,658) |            | (1,527,290) | (6,151,439)   | (14,429,450)  |
| At 31 December 2014              | 1,199,639,630 | 339,346,297 | 159,833,451    | 45,013          | 49,371,922     | 152,252,475 | 15,373,018 | 140,167,236 | -             | 2,056,029,043 |
|                                  |               |             |                |                 |                |             |            |             |               |               |
| DEPRECIATION & IMPAIRMENT        |               |             |                |                 |                |             |            |             |               |               |
| At 1 January 2013                | -             | 12,315,010  | 6,755,465      | 39,727          | 14,486,995     | 102,467,764 | 6,299,662  | 72,463,624  | 5,384,296     | 220,212,542   |
| Depreciation charge for the year |               | 8,591,639   | 3,847,943      | 1,498           | 2,688,231      | 8,056,647   | 607,592    | 14,601,526  | 292,875       | 38,687,950    |
| Disposals                        | <u> </u>      | -           | 375,000        |                 | -              | -           | -          | <u>-</u>    |               | 375,000       |
| At 31 December 2013              | <u> </u>      | 20,906,649  | 10,228,407     | 41,225          | 17,175,226     | 110,524,411 | 6,907,254  | 87,065,150  | 5,677,171     | 258,525,492   |
| Depreciation charge for the year |               | 9,020,032   | 4,860,348      | 1,499           | 3,521,072      | 8,593,469   | 849,317    | 16,826,107  | 132,289       | 43,804,131    |
| Disposals                        |               |             | (732,844)      |                 | (656,936)      | (1,423,083) |            | (304,792)   | (5,809,460)   | (8,927,115)   |
| At 31 December 2014              | -             | 29,926,681  | 14,355,910     | 42,724          | 20,039,361     | 117,694,796 | 7,756,571  | 103,586,465 | -             | 293,402,508   |
| NET BOOK VALUE                   |               |             |                |                 |                |             |            |             |               |               |
| At 31 December 2014              | 1,199,639,630 | 309,419,617 | 145,477,541    | 2,290           | 29,332,560     | 34,557,679  | 7,616,448  | 36,580,771  | <u>-</u>      | 1,762,626,535 |
| At 31 December 2013              | 1,199,639,630 | 307,441,898 | 86,922,992     | 3,788           | 23,339,170     | 31,879,480  | 3,236,473  | 39,952,540  | 474,268       | 1,692,890,239 |
|                                  |               |             |                |                 |                |             |            |             |               |               |

<sup>\*</sup> Central Purchasing Unit, Library, Stores and three Motor Bikes of the Corporation were completely destroyed due to the fire erupted on 6th September 2014.Loss of Rs.2,051,831 was recorded in the books of accounts. Insurance claim is negotiating.

5,286

94,195,934

17,683,428

32,019,705

3,811,294

26,876,574

273,435

1,657,071,987

| TRADING STOCK         |                          | 2014                                     |                                   |                           |                          | 2013                                     |                                   |                           |  |
|-----------------------|--------------------------|--|-----------------------------------|---------------------------|--------------------------|--|-----------------------------------|---------------------------|--|
| Location              | Trading Stock in<br>Hand | Prov. for<br>Damaged &<br>Outdated Stock | Prov. for<br>Unrealized<br>Profit | Stock<br>(as at 31st Dec) | Trading Stock in<br>Hand | Prov. for<br>Damaged &<br>Outdated Stock | Prov. for<br>Unrealized<br>Profit | Stock<br>(as at 31st Dec) |  |
|                       | Rs.                      | Rs.                                      | Rs.                               | Rs.                       | Rs.                      | Rs.                                      | Rs.                               | Rs.                       |  |
| Stock in Transit      | 137,299,805              |  | -                                 | 137,299,805               | 265,392,396              |  |                                   | 265,392,396               |  |
| Bulk Stores           | 824,111,067              | 191,033,871                              | -                                 | 633,077,197               | 1,047,706,362            | 158,113,219                              |                                   | 889,593,143               |  |
| Colombo 07            | 80,283,551               | 622,324                                  | 2,407,070                         | 77,254,157                | 74,173,700               | 375,896                                  | 2,298,917                         | 71,498,887                |  |
| Colombo 04            | 22,153,242               | 490,944                                  | 1,110,424                         | 20,551,875                | 25,736,015               | 301,306                                  | 971,764                           | 24,462,945                |  |
| Colombo 01            | 32,382,575               | 177,415                                  | 1,272,677                         | 30,932,483                | 20,226,637               | 150,876                                  | 971,699                           | 19,104,062                |  |
| Kandy                 | 25,762,409               | 872,067                                  | 1,763,762                         | 23,126,580                | 34,378,846               | 639,158                                  | 1,834,101                         | 31,905,587                |  |
| Nugegoda              | 13,767,296               | 157,778                                  | 810,044                           | 12,799,473                | 14,360,686               | 120,256                                  | 752,747                           | 13,487,683                |  |
| Avissawella           | 8,883,095                | 99,831                                   | 783,713                           | 7,999,551                 | 9,310,749                | 112,574                                  | 807,783                           | 8,390,392                 |  |
| Rathnapura            | 18,766,278               | 297,798                                  | 1,088,427                         | 17,380,052                | 19,201,944               | 179,264                                  | 1,142,940                         | 17,879,740                |  |
| Minuwangoda           | 6,133,621                | 68,679                                   | 515,794                           | 5,549,148                 | 6,691,982                | 67,381                                   | 506,553                           | 6,118,048                 |  |
| Panadura              | 12,542,312               | 118,796                                  | 557,517                           | 11,866,000                | 12,201,210               | 124,388                                  | 405,003                           | 11,671,819                |  |
| Galle                 | 16,429,457               | 346,823                                  | 1,040,845                         | 15,041,789                | 17,680,874               | 370,897                                  | 984,232                           | 16,325,745                |  |
| Matara                | 11,894,914               | 231,826                                  | 1,004,548                         | 10,658,540                | 10,936,565               | 216,032                                  | 876,311                           | 9,844,222                 |  |
| Kurunegala            | 20,423,522               | 488,353                                  | 1,473,536                         | 18,461,633                | 15,307,887               | 660,396                                  | 847,677                           | 13,799,814                |  |
| Ampara                | 6,369,749                | 479,405                                  | 444,186                           | 5,446,158                 | 6,799,087                | 468,301                                  | 455,162                           | 5,875,624                 |  |
| Hambantota            | 7,686,072                | 174,689                                  | 376,562                           | 7,134,820                 | 6,731,675                | 240,700                                  | 315,058                           | 6,175,917                 |  |
| Anuradhapura          | 11,006,480               | 565,719                                  | 777,976                           | 9,662,785                 | 13,703,175               | 679,793                                  | 825,559                           | 12,197,823                |  |
| Maharagama            | 22,140,464               | 102,582                                  | 1,118,929                         | 20,918,953                | 20,939,870               | 99,761                                   | 1,097,656                         | 19,742,453                |  |
| Jayawardanapura       | 23,612,315               | 736,460                                  | 1,009,321                         | 21,866,534                | 24,452,207               | 724,822                                  | 978,092                           | 22,749,293                |  |
|                       | 16,906,026               |  |                                   |                           |                          |  |                                   |                           |  |
| Karapitiya            |                          | 221,065                                  | 1,526,458                         | 15,158,503                | 19,984,164               | 222,657                                  | 1,123,232                         | 18,638,275                |  |
| Negombo CWE           | 12,654,460               | 46,625                                   | 623,746                           | 11,984,089                | 11,509,505               | 49,776                                   | 663,506                           | 10,796,223                |  |
| Badulla - CWE         | 8,919,907                | 74,594                                   | 630,714                           | 8,214,599                 | 12,313,323               | 114,962                                  | 760,530                           | 11,437,831                |  |
| Diyathalawa           | 3,781,170                | 41,150                                   | 327,096                           | 3,412,925                 | 2,806,882                | 68,823                                   | 230,041                           | 2,508,018                 |  |
| Jaffna<br>Palanaanana | 9,365,282                | 233,201                                  | 776,392                           | 8,355,689                 | 8,517,249                | 135,985                                  | 561,686                           | 7,819,578                 |  |
| Polonnaruwa           | 5,153,403                | 55,163                                   | 334,131                           | 4,764,109                 | 6,390,699                | 14,783                                   | 385,568                           | 5,990,348                 |  |
| Ratmalana             | 1,521,508                | 23,065                                   | 116,877                           | 1,381,566                 | 1,897,108                | 20,224                                   | 130,178                           | 1,746,706                 |  |
| Piliyandala           | 1,567,316                | 59,529                                   | 96,505                            | 1,411,282                 | 1,448,778                | 78,443                                   | 72,224                            | 1,298,111                 |  |
| Tangalle              | 7,900,342                | 62,056                                   | 677,272                           | 7,161,013                 | 6,175,426                |  | 351,059                           | 5,814,405                 |  |
| Ragama                | 11,101,568               | 37,983                                   | 565,152                           | 10,498,433                | 10,587,658               | 10,590                                   | 175,019                           | 10,402,049                |  |
| Katuwana              | <del>-</del>             | <u> </u>                                 | -                                 | -                         | 2,595,696                | 2,369                                    | 170,116                           | 2,423,211                 |  |
| Bandaragama           | 5,174,222                | 6,904                                    | 359,726                           | 4,807,591                 |                          | -  | -                                 | •                         |  |
| Fort - Station        | 7,469,331                | 2,325                                    | 311,620                           | 7,155,385                 |                          | -  | -                                 | -                         |  |
| Borella               | 10,085,613               | 1,238                                    | 440,773                           | 9,643,602                 | -                        | -  | <del>-</del>                      | -                         |  |
| Embilipitiya          | 6,238,494                | 60,884                                   | 559,541                           | 5,618,069                 | -                        | -  | <del>-</del>                      | -                         |  |
| Regional Stores Kandy | 9,100,412                | 15,448                                   | 1,134,668                         | 7,950,296                 | 10,434,939               | 56,496                                   | 1,180,153                         | 9,198,290                 |  |
| Total                 | 1,418,587,277            | 198,006,590                              | 26,036,005                        | 1,194,544,682             | 1,740,593,294            | 164,430,090                              | 21,874,566                        | 1,554,288,638             |  |
| ORS UNIT              |                          |  |                                   |                           |                          |  |                                   |                           |  |
| Finished Products     | 258,064                  | -  | -                                 | 258,064                   | 979,781                  | -  | -                                 | 979,781                   |  |
| Raw Materials         | 762,869                  | -  | -                                 | 762,869                   | 841,275                  | <del>-</del>                             | <del>-</del>                      | 841,275                   |  |
| Chemical & Others     |                          | -  | -                                 | -                         | 105,850                  | -  | -                                 | 105,850                   |  |
| Total                 | 1,020,933                | <del> </del>                             | -                                 | 1,020,933                 | 1,926,906                |  |                                   | 1,926,906                 |  |
| SUNDRY STOCKS         |                          |  |                                   |                           |                          |  |                                   |                           |  |
| Printing Stationery   | 9,877,652                |  |                                   | 9,877,652                 | 8,088,803                |  |                                   | 8,088,803                 |  |
| Packing Materials     | 8,738,815                |  |                                   | 8,738,815                 | 12,018,385               |  |                                   | 12,018,385                |  |
| Miscellaneous Stocks  | 3,945,026                |  |                                   | 3,945,026                 | 3,587,948                |  |                                   | 3,587,948                 |  |
| Total                 | 22,561,493               |  |                                   | 22,561,493                | 23,695,136               |  |                                   | 23,695,136                |  |
| Disputed items        | 167,350,308              |  |                                   | 167,350,308               | 123,312,460              |  |                                   | 123,312,460               |  |
| Total                 | 1,609,520,011            | 198,006,590                              | 26,036,005                        | 1,385,477,416             | 1,889,527,796            | 164,430,090                              | 21,874,566                        | 1,703,223,140             |  |

| STOCKS IN TRANSIT - DHS                  |               | NOTE 18       |
|--|---------------|---------------|
|  | 2014          | 2013          |
|  | RS.           | RS.           |
| Stock in Transit                         | 498,901,310   | 699,585,139   |
| Add: Disputed Items - DHS                |               |               |
| Disputed stock as at 31.12.14            | 182,241,838   | 304,653,383   |
| Disputed balances as at 31.12.14         | 29,918,102    | 39,564,102    |
| Less: Provision for unsalable            | 182,351,491   | 234,340,371   |
| Goods in Transit - DHS                   | 528,709,760   | 809,462,253   |
|  |               |               |
| TRADE AND OTHER RECEIVABLES              |               | NOTE 19       |
|  | 2014          | 2013          |
|  | RS.           | RS.           |
| Total Dues From DHS                      | 3,082,188,947 | 8,745,480,896 |
| Trade Debtors                            | 700,519,973   | 630,311,911   |
| Staff Loans                              | 65,061,019    | 64,191,254    |
| Other Staff Advances                     | 1,079,857     | 1,203,700     |
| Deposits and Advances                    | 3,981,666     | 2,025,041     |
| Other Receivables & Recoverable          | 18,254,940    | 417,745,051   |
| Total                                    | 3,871,086,402 | 9,860,957,852 |
| Less: Provision for bad & doubtful debts | 1,500,763,129 | 979,354,896   |
| Trade and Other Receivables              | 2,370,323,273 | 8,881,602,956 |
|  |               |               |
| DEBTORS ANALYSIS                         |               | NOTE 19a      |
|  | 2014          | 2013          |
|  | RS.           | RS.           |
| TOTAL DUES FROM DHS                      |               |               |
| Local Purchase on DHS Tenders            | 13,066,376    | 5,822         |
| DHS Turnover Tax & Custom Duty           | 56,554,211    | 70,338,936    |
| Purchase Clearing - DHS                  | 262,223,891   | 266,475,570   |
| Clearance of Tsunami Cargo - DHS         | 6,138         | 6,138         |
| Advance Payments to Suppliers            | 5,172,281     | 1,388,839     |
| Agency Commission                        | 16,710,247    | 19,740,441    |
| Department of Health Services            | 2,728,455,804 | 8,387,525,152 |
| Total                                    | 3,082,188,947 | 8,745,480,896 |

| DEBTORS ANALYSIS - Cont.                |               | NOTE 19a      |
|---|---------------|---------------|
|   | 2014          | 2013          |
|   | RS.           | RS.           |
| TRADE DEBTORS                           |               |               |
| Distributors                            | 225,448,588   | 222,849,303   |
| Sales Representatives                   | 213,429       | 505,287       |
| Private Sector Organizations            | 6,476,051     | 6,570,393     |
| Forces                                  | 355,256,541   | 265,912,261   |
| Franchise Osusalas                      | 27,135,345    | 31,470,604    |
| Authorized retailer                     | 5,614,227     | 3,723,110     |
| Hospitals- Government                   | 52,381,041    | 70,799,244    |
| Hospitals- Private                      | 3,755,308     | 3,978,586     |
| Government Dept. & Corporations         | 24,015,557    | 24,184,216    |
| Other Debtors                           | 223,884       | 318,907       |
| Total                                   | 700,519,973   | 630,311,911   |
| STAFF LOANS                             |               |               |
| Staff Loan                              | 65,061,019    | 64,191,254    |
| Total                                   | 65,061,019    | 64,191,254    |
| OTHER STAFF ADVANCES                    |               |               |
| Cycle Loans                             | 54,617        | 88,430        |
| Festival Advance                        | 1,025,495     | 1,115,525     |
| Seva Vanitha                            | (255)         | (255)         |
| Total                                   | 1,079,857     | 1,203,700     |
| DEPOSITS AND ADVANCES                   |               |               |
| General Advance                         | 3,981,666     | 2,025,041     |
| Total                                   | 3,981,666     | 2,025,041     |
| OTHER RECEIVABLES & RECOVERABLE         |               |               |
| General Treasury - OD Int Reimbursement |               | 399,745,407   |
| Sundry Debtors                          | 7,133,397     | 6,272,677     |
| Insurance Claim Receivables             | 11,121,543    | 11,726,967    |
| Total                                   | 18,254,940    | 417,745,051   |
|   |               |               |
| TOTAL DEBTORS AND OTHER RECEIVABLES     | 3,871,086,402 | 9,860,957,852 |

| PREPAYMENTS                                    |                       |                | NOTE 20         |
|--|-----------------------|----------------|-----------------|
|  | Ī                     | 2014           | 2013            |
|  |                       | RS.            | RS.             |
| Pre- Payments                                  |                       | 7,210,727      | 6,502,384       |
| Employee Security Investments                  |                       | 437,486        | 433,886         |
| Deposits - Postal Franking Machine             |                       | 683,807        | 399,829         |
| Pre paid Staff Expenses                        |                       | 3,869,306      | 6,261,666       |
| Advance Payments to Port Authorit              | <u>y</u>              | 1,238,779      | 1,332,320       |
| Miscellaneous Deposits                         |                       | 12,696,255     | 8,900,462       |
| Container Deposits - SPC                       |                       | 1,608,929      | 1,589,500       |
| Container Deposits - DHS                       |                       | 10,219,145     | 7,527,500       |
| Total  |                       | 37,964,434     | 32,947,548      |
| CASH IN HAND AND AT BANK                       |                       | ,              | NOTE 21         |
|  | Ì                     | 2014           | 2013            |
|  |                       | RS.            | RS.             |
| People's Bank                                  | A/C 90210892          | 6,189,726      | 408,748,516     |
| People's Bank                                  | A/C 90210934          | 25,000         | 17,047,540      |
| Commercial Bank                                | A/C -10263            | 1,072          | 896,672         |
|  |                       |                |                 |
| Bank of Ceylon                                 | A/C -1438             | 8,973,059      | 357,057,456     |
| Bank of Ceylon                                 | A/C -1425             | 7,653,261      | 377,368,673     |
| Bank of Ceylon                                 | A/C -1435             | 41,417,608     |                 |
| Standard Chartered Bank                        | A/C 1171968 01        | 2,978,023      | 3,076,442       |
| Sampath Bank                                   | A/C 3002 3739         | <del>-</del> - | 580,750         |
| People's bank                                  | A/C -90210929         | 91,469,960     |                 |
| Commercial bank                                | A/C -50401            | 8,183          | 23,558          |
| Investments                                    |                       |                |                 |
| Repurchase Agreements - B.O.C &                | k P.B                 | 600,000,000    |                 |
| Treasury Bill - Credit Insurance Sc            | heme                  | 34,041,405     | 27,571,746      |
| Treasury Bill - Supplier Convention            | 1                     | 8,510,913      | 7,843,589       |
| Petty Cash Impress - Control                   |                       | 448,550        | 451,878         |
| Total  |                       | 801,716,760    | 1,200,666,819   |
|  |                       |                |                 |
| DEFERRED LIABILITIES                           | 1                     | 2014           | NOTE 22<br>2013 |
| EMPLOYEE RETIREMENT GE                         | RATUITY               | RS.            | RS.             |
| Gratuity opening belongs                       |                       | 122 000 246    | 94,248,566      |
| Gratuity opening balance                       |                       | 133,088,346    |                 |
| Gratuity charges for the year                  |                       | 39,848,088     | 15,594,801      |
| Actuarial Gain /Loss                           |                       | 212,044,242    | 31,573,801      |
| Benefit paid/ payables during the year         | ear                   | -12,760,880    | -8,328,821      |
| Total  |                       | 372,219,796    | 133,088,346     |
| The main simple established accommendations    |                       |                |                 |
| The principal actuarial assumptions Discount % | used were as follows, |                | 6.00%           |
| Future salary increase % (average              | )                     |                | 12.90%          |
| , , ,  | 7)                    |                |                 |
| Retiring age                                   |                       |                | 60 Years        |

| The amounts recognized in the Income Statement are as follows,  |  | NOTE 22a   |
|---|--|--|
|   | 2014   | 2013   |
|   | RS.  | RS.  |
| Current service cost  | 32,552,518   | 8,388,347  |
| Interest charges for the year   | 7,295,570  | 7,206,453  |
|   |  |  |
| Gratuity include in the staff cost  | 39,848,088   | 15,594,80  |
| Actuarial gain/loss - OCI   | 212,044,242  | 31,573,80  |
| Total   | 251,892,331  | 47,168,60  |
|   |  |  |
| DEFERRED TAX ASSETS/ LIABILITIES  |  | NOTE 2   |
|   | 2014   | 2013   |
|   | RS.  | RS.  |
| Differed tax liability  | 64,466,973   | 62,979,533   |
| Differed tax hability  Differed tax Assets  | (104,221,543)  | (37,264,737  |
|   |  |  |
| Opening SLFRS Deferred Tax Liability  | 39,754,570   | 25,714,795   |
|   |  |  |
| TRADE AND OTHER PAYABLES  |  | NOTE 2   |
|   | 2014   | 2013   |
|   |  |  |
| Accrued charges & provision   | RS. 122,616,882  | <b>RS.</b> 97,979,538  |
| Creditors control   | 576,882,678  | 493,547,865  |
| Special order advance   | 982,510  | 982,510  |
| Security deposits   | 534,423  | 505,823  |
| Salaries control  | 3,851,011  | 1,964,344  |
| Bank bills payable - SPC  | 148,221,763  | 233,894,775  |
| Bank bills payable - DHS  |  | 200,000,000  |
| Dunit one payable Die   | 1.233.140.594  | 2.686.075.329  |
| Interest on cash security deposits  | 1,233,140,594  |  |
| Interest on cash security deposits  Tender deposits   | 18,130   | 33,455   |
| Tender deposits   | 18,130<br>509,550  | 33,455<br>1,563,009  |
| Tender deposits  Loans & other recoveries (staff)   | 18,130<br>509,550<br>14,607,196  | 33,455<br>1,563,009  |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  | 18,130<br>509,550<br>14,607,196<br>102,465   | 33,455<br>1,563,009<br>5,869,970   |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553  | 33,455<br>1,563,009<br>5,869,970<br>94,939   |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty   | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250   | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200  |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929                              | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200<br>123,849,167                               |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c        | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)                  | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200<br>123,849,167<br>(25,556                    |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax                                  | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929                              | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200<br>123,849,167<br>(25,556                    |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c        | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)                  | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200<br>123,849,167<br>(25,556                    |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c        | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)                  | 33,455<br>1,563,009<br>5,869,970<br>94,939<br>3,027,200<br>123,849,167<br>(25,556<br>3,649,362,369   |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c  Total | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)                  | 2,686,075,329 33,455 1,563,009 5,869,970 94,939 3,027,200 123,849,167 (25,556 3,649,362,369  NOTE 25 |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c  Total | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)<br>2,235,194,379 | 33,455 1,563,009 5,869,970 94,939 3,027,200 123,849,167 (25,556 3,649,362,369                        |
| Tender deposits  Loans & other recoveries (staff)  P.A.Y.E  Welfare fund  Cash Deposit in lieu of Bank Guaranty  Value added tax  E Channeling control A/c  Total | 18,130<br>509,550<br>14,607,196<br>102,465<br>725,553<br>4,407,250<br>128,619,929<br>(25,556)<br>2,235,194,379 | 33,455 1,563,009 5,869,970 94,939 3,027,200 123,849,167 (25,556 3,649,362,369  NOTE 2:               |

28,238,340

50,500,698

78,739,039

7,731,462

3,997,385,256

6,254,353,100

83,267,007

A/C -70556680

A/C -90210929

A/C -150701

Bank of Ceylon

People's bank

Commercial bank

Total

NOTE 26

#### **CAPITAL**

There is no change in the Authorized Capital during the year ended 31st December 2014

#### **CONTRIBUTED CAPITAL**

Contributed Capital is made up by government grants amounting to Rs 59,055,258 as at 31 Dec 2014.

**NOTE 27** 

#### LIABILITIES AND PROVISIONS

The following legal cases are pending as of 31<sup>st</sup> December 2014, and the Corporation has been advised by the legal council that it is only possible, but not probable that the action will succeed. Accordingly no provision has been made in these financial statements.

#### 27.1. Contingent liabilities

**27.1.1** The Corporation is a defendant in four Cases where legal actions instituted by stakeholders of entities involved, claiming Rs 769,825 with legal interest. These cases are being contested by the corporation and no provision has been made in the financial statements.

#### 27.1.2 SAS Pharmaceuticals - Case No. 7078 M

This Case has been filed against S A S Enterprises, one of Distributors who has defaulted in settling claim of Rs 769,825.00 due to the Corporation. District Court judgment was given in favour of "SPC" but SAS Enterprises has referred the case to the Appeal Courts against the decision of District Court.

#### 27.1.3 Rainn kumar - HC ARB 111/98

A letter of demand has been sent by Mr Senaviratne Attorney - at - law on behalf of Mr Rainn kumar against the decision of black listing Meaars Pharma. The Corporation has referred this matter to the Attorney General's Department.

#### 27.1.4 W.A.S Wickramarachchi – CA/WRIT/105/2013

A petition was filed by former D.G.M (Procurement & Imports) to quash the decision for the demotion of the petitioner.

#### 27.1.5 Arbitration – Pure Pharma Ltd vs SPC

Base on the quality failure reports procurement committee has cancelled the balance quantity of 310,000 packs of Paracetamol ordered from M/S Pure Pharma (pvt) Ltd. Pure Pharma has been referred the above matter for arbitration and the arbitration was fixed.

**27.2** The corporation is a plaintiff in one Case claiming Rs 3,863,609.77 with legal interest for the damages.

#### 27.2.1 Osusala – Negombo - Case No.B2666/10

Rs. 3,863,609.77 Cash loss reported at Rajya Osusala Negombo as a result of misappropriation of Osusala Funds by the Cashier. This contingent asset was not recognized in the financial report as the realization was not certain.

#### **27.3 Financial Commitments**

Document credit established for purchases of pharmaceuticals as at 31.12.2014 amounts to Rs. 4.984.9m

**NOTE 28** 

#### FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Corporation's principal financial liabilities comprise of borrowings and trade and other payables. The main purpose of these financial liabilities is to finance the Corporation's operations. The Corporation has trade and other receivables, and cash and short-term deposits that arrive directly from its operations. The Corporation is exposed to credit risk and liquidity risk. The Corporation's senior management oversees the management of these risks. The Board of Directors reviews and agrees policies for managing each of these risks, which are summarized below.

#### Credit risk

#### Trade receivables

Customer credit risk is managed by each business unit.

2014

|     | 2014              | 2013              |
|-----|-------------------|-------------------|
| SPC | Rs. 700,519,973   | Rs. 630,311,911   |
| DHS | Rs. 3,082,188,947 | Rs. 8,745,480,896 |

2012

The requirement for impairment is analyzed at each reporting date on an individual basis for major clients. Additionally, a large number of minor receivables are grouped into homogenous groups and assessed for impairment collectively. The calculation is based on actual incurred historical data. The Corporation obtains bank guarantees as security. In addition, a premium is charged from clients who wish to buy on credit in excess of the bank guarantee limit.

#### Liquidity risk

The Corporation's objective is to maintain a balance between continuity of funding and flexibility through the use of bank. The table below summarizes the maturity profile of the Group's financial liabilities based on contractual undiscounted payments.

| Year ended 31 December 2014:          | (Rs)          | Maturity               |
|---------------------------------------|---------------|------------------------|
| Interest-bearing loans and borrowings | 78,739,039    | OD – Payable on demand |
| Trade and other payables              | 235,194,379   | Usually 03 months      |
| Year ended 31 December 2013: (Rs)     |               | Maturity               |
| Interest-bearing loans and borrowings | 6,254,353,100 | OD – Payable on demand |
| Trade and other payables              | 3,511,287,251 | Usually 03 months      |
|                                       | 2014          | 2013                   |
|                                       | Rs.           | Rs.                    |
| Interest-bearing loans and borrowings | 78,739,039    | 6,254,353,100          |
| Trade and other payables              | 2,235,194,379 | 3,511,287,251          |
| Less: cash and short-term deposits    | (801,716,760) | (1200,666,819)         |
| Net debt                              | 1,512,216,658 | 8,564,973,532          |
| Equity                                |               |                        |
| Capital and net debt                  | 5,907,862,276 | 12,708,496,994         |
| Gearing ratio                         | 0.74          | 0.33                   |

**NOTE 29** 

#### RELATED PARTY TRANSACTIONS

#### 29.1 Transactions with State and State Controlled Entities

In the normal course of its operations, the Corporation enters into transactions with related parties. Related parties include the Government of Sri Lanka (State: as the ultimate owner of the Corporation), various government departments, and State controlled entities. Particulars of transactions, and arrangements entered into by the Corporation with the State and State controlled entities which are individually significant and for other transactions that are collectively, but not individually significant are as follows:

| <b>Nature of the Transaction</b>              | 2014           | 2013           |
|---|----------------|----------------|
| Transactions:                                 | Rs.            | Rs.            |
| Sales - Outstanding Balances:                 | 18,052,869,448 | 17,453,284,737 |
| Receivable from Medical Supplies Division     | 3,082,188,947  | 8,745,480,896  |
| Receivable from Forces                        | 355,256,541    | 265,912,261    |
| Receivable from Government hospitals          | 52,381,041     | 70,799,243     |
| Receivable from Other Government Institutions | 24,015,557     | 24,184,215     |

### 29.2 Key Management Compensation

The Corporation's key management personnel include the Board of Directors, Minister of Health Sri Lanka and the Secretary to the Ministry of Health Sri Lanka.

|                                | 2014      | 2013      |
|--------------------------------|-----------|-----------|
|                                | Rs.       | Rs.       |
| Short term employment benefits | 5,743,870 | 5,155,860 |

**NOTE 30** 

#### EVENTS AFTER THE BALANCE SHEET DATE

All the material events after the balance sheet date have been considered and appropriate adjustment and disclosures have been made in to the financial statement, where necessary.



My No.

## විගණකාධිපති දෙපාර්තමේන්තුව

கணக்காய்வாளர் தலைமை அதிபதி திணைக்களம் **AUDITOR GENERAL'S DEPARTMENT** 



HM/A/SPC/FA/2014/11 මගේ අංකය எனது இல.

ඔබේ අංකය உமது இல. Your No. 12 November 2015



The Chairman

State Pharmaceuticals Corporation of Sri Lanka

Report of the Auditor General on the Financial Statements of the State Pharmaceuticals Corporation of Sri Lanka for the year ended 31 December 2014 in terms of Section 14(2) (c) of the Finance Act, No. 38 of 1971

The audit of financial statements of the State Pharmaceuticals Corporation of Sri Lanka for the year ended 31 December 2014 comprising the statement of financial position as at 31 December 2014 and the income statement, statement of changes in equity and cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information, was carried out under my direction in pursuance of provisions in Article 154(1) of the Constitution of the Democratic Socialist Republic of Sri Lanka read in conjunction with Section 13(1) of the Finance Act, No. 38 of 1971 and Section 29 of the State Industrial Corporations Act, No. 49 of 1957. My comments and observations which I consider should be published with the Annual Report of the Corporation in terms of Section 14(2)(c) of the Finance Act appear in this report. A detailed report in terms of Section 13(7)(a) of the Finance Act was issued to the Chairman of the Corporation on 08 July 2015.

#### 1.2 Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Sri Lanka Accounting Standards and for such internal control as the management determines is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

අංක 306/72, පොල්දුව පාර, බ<del>ත්ත</del>රමුල්ල, ශී ලංකාව, . - இல. 306/72, பொல்தூவ வீதி, பத்தரமுல்லை, இலங்கை. · No. 306/72, Polduwa Road, Battaramulla, Sri Lanka +94-11-2887028-34 +94-11-2887223 oaggov@sltnet.lk

#### 1.3 Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with Sri Lanka Auditing Standards consistent with International Standards of Supreme Audit Institutions (ISSAI 1000 – 1810). Those Standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of financial statements. Sub-sections (3) and (4) of Section 13 of the Finance Act, No. 38 of 1971 give discretionary powers to the Auditor General to determine the scope and extent of the audit.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### 1.4 Basis for Disclaimer of Opinion

As a result of the matters described in paragraph 2.2 of this report, I am unable to determine whether any adjustments might have been found necessary in respect of recorded or unrecorded items and the elements making up the statement of financial position, statement of comprehensive income, statement of changes in equity and cash flow statement.



#### 2. **Financial Statements**

#### 2.1 Disclaimer of Opinion

Because of the significance of the matters described in paragraph 2.2 of this report, I have not been able to obtain sufficient appropriate audit evidence to provide a basis for an audit opinion. Accordingly, I do not express an opinion on these financial statements.

#### 2.2 **Comments on Financial Statements**

#### 2.2.1 Sri Lanka Accounting Standards

The employees pensions benefits liability had not been valued by an Actuarial Valuer in terms of Sri Lanka Accounting Standard No. 19 and a Fund had not been established for the provisions made for employees gratuity.

#### 2.2.2 Accounting Deficiencies

The following observations are made.

- (a) A sum of Rs.2,973 relating to the year under review included in the interest income had been understated and a sum of Rs.1,376,490 relating to the ensuing year had been included in the interest income shown in the financial statements. As such, the interest income on investment and the value of other debtors had been overstated by Rs.1,373,517 and Rs.1,376,490 respectively.
- The stock of drugs had been understated by Rs.49,572 and stationery and (b) stocks in transit had been overstated by Rs.240,750 and Rs.2,289,580 respectively as at 31 December of the year under review.



- (c) A stock of equipments belonging to the Corporation had been handed over to the Army in November 2014. However, no action had been taken to identify the cost and accoumulated depreciation relating thereto and eliminate from the accounts.
- (d) The value of container deposits and the Value Added Tax payable had been overstated by Rs.739,661 and Rs.566,982 respectively and the value of clearance expenditure had been understated by Rs.172,679 in the financial statements due to a classification error.
- (e) In the computation of the value of sales of drugs issued for the Medical Supplies Division, a sum of Rs.29,103,838 relating to the year under review had not been included in the sales of the year due to non-issuing of debit notes during the year itself relating to customs duty which should be included as the cost. Moreover, a sum of Rs.342,728,037 relating to the year 2013 and preceding years had been shown as sales of the year under review. As such, the value of sales shown in the financial statements had been overstated by Rs.313,624,199. However, action had been taken to issue debit notes relating to customs duty during the year itself from June 2014.
- (f) Even though it had been computed that a damage valued at Rs.30,037,288 had occurred to the Corporation due to a fire that broke out in the ground floor of the Corporation on 6 September 2014, action had not been taken to disclose or make necessary adjustments thereon in the financial statements.

#### 2.2.3 Accounts Receivable and Payable

The following observations are made.

(a) According to the financial statements presented, the total Trade Debtors balance of the Corporation as at 31 December 2014 amounted to Rs.3,782,708,920 out of which, 92.89 per cent or Rs.3,513,842,086 had been



debts receivable from the Government and the Semi – Government Institutions. Further, out of those Trade Debtors, a sum of Rs.3,082,188,947 or 81.84 per cent had been due from the Medical Supplies Division and out of that, the total loan balances older than 05 years amounted to Rs.604,962,927. The age analysis relating to the balance value had not been made available to audit due to non-reconciliation of the Medical Supplies Division with the debtors balance.

- (b) Even though the cash should be settled within 30 days to 45 days for sales on credit according to the policy of the Corporation, out of the balance of Rs.700,519,973 receivable from the private, Government and Semi-Government institutions except the Medical Supplies Division, the debtors balance older than one year and 05 years amounted to Rs.20,024,110 and Rs.12,380,842 respectively.
- (c) The value of drugs amounting to Rs.867,080,605 of which the payments had been rejected by the Medical Supplies Division relating to the period from the year 2003 to 31 December of the year under review, could not be reimbursed from the relevant supplier.
- (d) The container deposits totalling Rs.4,825,500 recoverable from the year 2007 to the year 2013 had not been recovered even by May 2015.
- (e) Out of the insurance claims for the stocks of damaged drugs totalling Rs.11,121,578 relating to the period from the year 2003 to the year under review, it was observed in audit that there was an uncertainty in recovering balances totalling Rs.5,041,314 relating to the preceding years. This situation had arisen due to failure in identification and settlement of old receivable balances existing in the Insurance Claim Account.





#### 2.2.4 Lack of Evidence for Audit

The evidence relating to the confirmation of the debtors balances totalling Rs.54,454,036 of 262 trade debtors and Rs.3,082,188,947 of the Medical Supplies Division and creditors balance totalling Rs.272,751,718 of 160 trade creditors had

### 2.3 Non-compliance with Laws, Rules and Regulations

not been made available to audit.

A Register of Fixed Assets had not been maintained in terms of the Treasury Circular No.842 of 19 December 1978.

#### 3. Financial Review

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#### 3.1 Financial Results

According to the financi

According to the financial statements presented, the operations of the Corporation for the year ended 31 December 2014 had resulted in a net profit of Rs.741,553,839 as compared with the corresponding net profit of Rs.762,992,143 for the preceding year thus indicating a decrease of Rs.21,438,304 in the net profit of the year under review as compared with the preceding year. The increase in donations by 143 per cent, overdraft interest by 10713 per cent, foreign travel expenses by 240 per cent and initial expenses by 115 per cent had specially attributed to this decrease.

### 3.2 Legal Action instituted against or by the Corporation

External institutions and officers had filed 04 cases in the Courts against the Corporation in connection with the breach of fundamental rights relating to award of Tenders, demotion from post and blacklisting etc. The compensation claimed in that connection amounted to U.S.\$ 948,759. The Corporation had filed 03 cases in the Courts against 03 external institutions claiming compensation totalling Rs.7,140,696.



4. Operating Review

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4.1 Operating Inefficiencies

The following observations are made.

- (a) It was observed at the audit test check carried out in respect of purchase of drugs that a total of Rs.118,268,280 should have been recovered from suppliers by 31 December of the year under review for drugs rejected due to supply of substandard drugs relating to Indent Nos. DHS/(c)SU/172/194K/08-09, DHS/SU/180/974JP/08-09,DHS/MG/221/12, DHS/SN/153/2014,DHS/RMT/55/2014, DHS/LWW/001/049/MBD/2012, DHS/JA/320/2010, DHS/SKW/62/5/2011, DHS/P6/49/2012, DHS/SH/89/2010.
- (b) A sum of Rs.3,601,920 as rent for stores and a sum of Rs.9,539,227 as expenses on destruction of stocks had been paid in the year under review for 02 buildings taken on rent for storing expired drugs and surgical equipments with problematic labels. It was observed in audit that these expenses had to be incurred due to lapse of a long period for disposal of expired stocks.
- (c) The Corporation had failed to supply 332.02 million units of 103 items of drugs ordered for the year under review by the Medical Supplies Division out of which, the quantity not supplied in respect of 38 items of drugs for which no supplies whatsoever had been made, amounted to 38.96 million units.
- (d) The Corporation had obtained Bank overdrafts facility and as such, the overdraft interest incurred in the year under review amounted to Rs.328,659,292. Even though these overdraft interest incurred from the year 2012 to April 2014 had been reimbursed by the General Treasury, that reimbursement had been stopped from May 2014. As such, the Corporation had to incur the total interest on overdraft from May of the year under review. As a result, out of the expenditure on overdraft interest of the year under review, a sum of Rs.149,658,755 had to be incurred by the Corporation and that was an increase of 10,713 per cent as

compared with the preceding year. Had the Corporation incurred the total expenditure on overdraft interest amounting to Rs.328,659,292 for the year under review, it was observed in audit that the pre-tax profit of the year under review would have decreased up to Rs.562,553,302.

- (e) A stock of 12,700 Tender documents books had existed in the stores as at 31 December 2014 and a large amount of that stock had become unusable due to revision of Conditions of Tenders by the Corporation. Those stocks had existed due to printing of a large number of books at once exceeding the requirement and the value of the unusable books had not been made available to audit.
- (f) According to the age analysis of Goods in Transition Account, stocks valued at Rs.166,748,920 existed as stocks in transit for over a period of six months and out of that, stocks valued at Rs.39,669,119 existed as stocks in transit for over a period of one year. It was observed in audit that those stocks existed as stocks in transit due to delay in issuing relevant debit notes.
- (g) The value of provisions for doubtful debts amounted to Rs.523,933,159 and it was an increase of 28.49 per cent as compared with the preceding year. Provisions for doubtful debts valued at Rs.135,196,742 existing for over a period of 10 years included in the debtors balance of the Medical Supplies Division had been made in the year under review and recovery of these debts was at a weak level.
- (h) The particulars of the activities of Osusala Outlets during the year under review and the 04 preceding years were as follows.

|  | 2014    | 2013    | 2012    | 2011    | 2010    |
|--|---------|---------|---------|---------|---------|
|  |         |         |         |         |         |
| Number of Osusala Outlets in operation | 33      | 31      | 28      | 25      | 25      |
| Turnover Rs. Millions                  | 2,594.3 | 2,360.2 | 2,185.9 | 1,974.8 | 1,840.2 |



| Purchases - Local, Rs.Million                | 1,355.9 | 1,246.9 | 1,189.8 | 963.3 | 918.7 |
|--|---------|---------|---------|-------|-------|
| Purchases – Imported,<br>Rs.Million          | 844.8   | 729.3   | 718.4   | 678.8 | 683.7 |
| Profit Earned - Rs.Million                   | 113.8   | 110.9   | 134.1   | 102.6 | 96.6  |
| Number of Osusala Outlets<br>Incurred Losses | 23      | 15      | 10      | 09    | 06    |
| Loss Incurred -Rs.Million                    | 41.9    | 20.7    | 8.1     | 7.2   | 7.0   |

The following observations are made.

- (i) The corporation had 33 Osusala Outlets including the 03 newly opened outlets during the year under review and 23 Osusala Outlets had sustained losses totalling Rs.41,958,679 and 10 Osusala Outlets had earned profits of Rs.113,887,183. As such, the entire operation of Osusala Outlets had earned net profits of Rs.71,928,504 and as compared with the profit of Rs.90,288,620 received in the preceding year, it was a decrease of Rs.18,360,116 representing 20.3 per cent.
- (ii) The Osusala Outlets at Avissawella, Hambanthota, Ampara, Karapitiya, Jaffna, Polonnaruwa and Piliyandala had sustained losses amounting to Rs.6,233,818 and Rs.11,647,708 continuously in the years 2012 and 2013 respectively. The loss of Rs.12,959,025 sustained by those 07 Osusala Outlets in the year under review represented 30.88 per cent of the overall loss sustained in the year under review and that was an increase of 11.3 per cent than the loss sustained in the year 2013.
- (iii) Nugegoda Osusala Outlet which had been maintained with a profit margin less than even one per cent since the year 2011, had sustained losses amounting to Rs.2,186,964, which was 3 per cent in the year under review. In addition, even though the Osusala Outlets at Rathnapura, Panadura, Galle and Badulla had earned profits of 5.15 per cent, 0.72 per cent, 1.74 per cent and 0.47 per cent respectively in the year 2013, losses of 2.6 per cent, 6.3 per cent, 1.4 per cent and 1.4 per cent had been sustained by those outlets in the year under review.



(iv)The Osusala Outlet at Colombo 01 had granted credit facilities amounting to Rs.17,702,791 to 07 debtors exceeding the approved credit limits.

#### 4.4 Identified Losses

The following observations are made.

- (a) The Corporation had sustained a loss of Rs.30,037,288 due to a fire that broke out in the ground floor of the Corporation on 06 September 2014 and the responsible party thereon had not been identified up to the date of audit. Moreover, the insurance corporation had agreed to pay an advance of Rs.3,000,000 for that loss.
- (b) The Corporation had sustained a loss of stock valued at Rs.62,885,911 in the year under review including drugs valued at Rs.20,591,727 imported for sale of the Corporation and the drugs valued at Rs.42,294,184 imported for sale of the Medical Supplies Division due to reasons such as failure in quality test and expiration of drugs.
- (c) Out of the drugs imported by the Corporation from the year 1996 to the year under year review, drugs valued at Rs.198,999,856 had become unsaleable. The value of the above stock according to the stock verification reports amounted to Rs.134,392,373, thus indicating a difference of Rs.64,607,483. Out of that difference, explanations for the values of Rs.27,851,453 had been made available to audit and a further difference of Rs.36,756,030 existed. As such, the possibility of unsuitable stocks reaching the market again due to the physical non-existence of damaged drugs cannot be ruled out in audit.





#### 4.5 Personnel Administration

The following observations are made.

- (a) The approved cadre as at 31 December 2014 had been 970, comprising 127 in executive grades, 621 in non-executive grades and 222 in minor grades and the total vacancies as at that date amounted to 116 comprising vacancies in 09 executive grades, 88 in non-executive grades and 19 in minor grades.
- (b) Four officers of the Corporation had been appointed on acting basis for periods ranging from 01 year to 05 years contrary to paragraph 13 of Chapter II of the Establishments Code of the Democratic Socialist Republic of Sri Lanka - 2013.

### Accountability and Good Governance

#### 5.1 Action Plan

In the examination of the progress in respect of fulfilling the activities included in the Action Plan, 03 activities of the Marketing Division, one activity of the Technical Laboratories and Production Division and one activity of the Human Resources Division had not been fulfilled as at the end of the year under review.

#### 5.2 Budgetary Control

Variances ranging from 12 per cent to 75 per cent were observed between the budgeted income and expenditure and the actual income and expenditure for the year under review thus indicating that the budget had not been made use of as an effective instrument of management control.





#### 6. Systems and Controls

Deficiencies in systems and controls observed during the course of audit were brought to the notice of the Chairman of the Corporation from time to time. Special attention is needed in respect of the following weaknesses in the areas of control.

- (a) Fixed Assets Control
- (b) Stock Control
- (c) Debtors and Creditors Control
- (d) Procurements
- (e) Human Resources Management
- (f) Budgetary Control

W. P. C. Wickramaratne

Acting Auditor General



Auditor General Auditor General's Department No. 306/72 Polduwa Road Battaramulla

Report of the Auditor General in terms of Section 14 (2) (c) of the Finance Act No. 38 of 1971 on the Financial Statements of the State Pharmaceuticals Corporation for the Year which Ended on 31 December 2014

#### Replies and Explanations by the State Pharmaceuticals Corporation

#### 2 Financial Statements

#### 2.2 Comments on the Financial Statements

#### 2.2.1 Accounting Standards

I agree with the observation.

It is not compulsory to get an Actuarial Valuer to assess the value of the pension benefits and to create a fund but optional as per Sri Lanka Accounting Standard LKAS 19. It is something for the management to decide. However, the Corporation has had an Actuarial Valuer assess the value of the pension benefits of employees of the Corporation and accounted it since 2015 as per Standard 19.

#### 2.2.2 Accounting Deficiencies

(a) Investments and Interest on Investments

These investments, which amount to Rs. 3,546,035.00, had matured on 26 December 2014. Amount of interest of the Statement of Accounts for 2014 had been accounted under Other Debtors as receivable interests. This has been rectified by re-investing together with the interest for 2015.

- (b) Action has been taken in 2015 to rectify this error, which occurred while recording.
- (c) These goods are tables, chairs and scrap materials which have accumulated over a long time, have fully depreciated and have no net book value. The Fixed Assets Register is available in detail for the past fifteen years or so and the assets prior to that period appear as an opening balance. Therefore, it is difficult to identify the cost and accumulated depreciation of each item.
  - As a remedy for this, furniture and office equipment have been revalued as at 31 December 2015 and a new Fixed Assets Register has been prepared for accounting purposes.
- (d) This classification error, which has occurred in the Container Deposits Account, has been rectified in March 2015.
- (e) This situation had arisen due to the shortcomings that prevailed in the overall process then existed pertaining to the supplies delivered to the Medical Supplies Division. However, this situation has been directed towards a new methodology since June 2014 using the new computer system, which was introduced by the Medical Supplies Division. As such, action will be taken to issue a single debit note to the Medical Supplies Division together with the custom duty, the cost, the cargo charge and the service charge.
- (f) The value to the tune of Rs. 30,037,288.00 you had stated was an estimated value of the destroyed goods submitted to the Sri Lanka Insurance Corporation and the net book value of the destroyed goods has been presented as a note to the Financial Statements.

#### 2.2.3 Accounts Receivable and Payable

(a) I agree with this observation.

The debtor balances older than 5 years shown in the information on payments received from the Medical Supplies Division remain as they had been. The Medical Supplies Division has not provided us with information pertaining to the year 2014 in respect of 7.3 billion rupees to date. Because of this, it has not been possible to prepare the time analysis as well.

(b) The present status of the debtor balance of Rs. 20,024,110.00 older than one year is as follows:

The present balance of debts older than five years contained in the above amount is Rs. 12,275,820.00, of which the value of those referred for legal measures is Rs. 10,440,050.00. The balance of the remaining Rs. 7,476,034.00, which is made up of debts between one and five years old, is Rs. 5,906,004.00. Action is being taken to recover these balances as well.

(c) The present status of the Rs. 867,080,605.00 which the Medical Supplies Division refused to pay (deducted) is as follows:

Analysis pertaining to Rs. 326,967,458.00 has been completed by now and the amount recovered out of it from suppliers (including re-supplies) stands at Rs. 130,564,112.00. The sum of money which cannot be recovered/which is due to be recovered is Rs. 159,206,196.00. The sum deducted in excess by the Medical Supplies Division is Rs. 51,766,006.00.

The remaining Rs. 525,544,291.00 is still being analyzed.

Action will be taken to analyze this value further and clear it and to recover the amounts receivable from suppliers.

(d) Out of the value of Rs. 4,825,500.00 shown by the audit, a sum of Rs. 805,000.00 has been recovered later.

Deposit charges are paid every year in respect of a large number of containers. However, closing down or change of address occur in the case of some shipping agent companies which are supposed to refund the deposits, while deductions from the deposits are effected by some companies stating various reasons. When it comes to medical supplies, empty containers cannot be cleared and surrendered within a very short time as the operation pertaining to the clearing of containers, handing them over to the relevant institutions and get them released is a complex one. It takes long to resolve the issues that crop up due to unexpected incidents stated above during this period.

(e) I agree with the audit observation.

Insurance claims amounting to Rs. 3,172,188.00 have been recovered by now out of the old claims of Rs. 5,041,314.00 pertaining to the period from 2003 to 2012. Action will be taken to refer the old insurance claims to the Audit Committee and take relevant action.

However, when working with regard to insurance claims, there occur instances when all the referred claims cannot be recovered 100% due to difficulties that arise in tackling various technical matters raised on the part of the insurer. The value shown is the sum of those amounts that remained not settled during the long stretch of time from the year 2003 to the year under review and not cleared due to disputes. Maximum effort is made whenever possible on the part of the Corporation to resolve these disputes.

#### 2.2.4 Lack of Evidence for Auditing

Letters confirming balances have been sent to all debtors through the Government Audit Division. It has been stated in the letter that our balance would be deemed correct if they do not verify the balance before the specified date.

However, the total of the balances remaining out of the Rs. 54,454,036.00, which is the total trade debtors unconfirmed, is Rs. 24,474,902.00. The value pertaining to the debtors, which has been referred for legal measures, is Rs. 10,440,050.00. This includes also the Rs. 9,179,967.00 payable by the Medical Supplies Division for the supplies to Parliament.

Letters confirming balances for all trade creditors have also been sent to creditors through the Government Audit Division.

#### 2.3 Non Compliance with Laws, Rules and Regulations

Although there have been certain shortcomings, we have correct Fixed Assets Registers in our possession.

Freehold lands Fixed Assets Registers are available.

Buildings Fixed Assets Registers are available.

Vehicles Fixed Assets Registers are available.

Motorbikes Fixed Assets Registers are available.

Machinery and Plant Fixed Assets Registers are available.

Wooden items and Fixtures Available in details for about 15 years and as an

opening balance for the period before that.

Equipment Available in details for about 15 years and as an

opening balance for the period before that.

Computers Available in details for about 15 years and as an

opening balance for the period before that.

The Wooden items and Fixtures of the Corporation have been given in the Fixed Assets Register in detail for about 15 years in the past while it is given as an opening balance for the period prior to that. Therefore it is difficult to identify their item-wise cost.

As a remedy for this, the furniture and office equipment have been re-valued as at 31 December, 2015 and a new Fixed Assets Register had been prepared.

#### 3. Financial Review

#### 3.1 Financial Outcomes

Reasons for the increase of expenditure in the year under review as against the previous year:

Donations 143%

Donations have increased this year compared to the previous year as stocks of certain slow-moving essential pharmaceuticals were donated to several government hospitals.

Interest on the Bank Overdraft 10,713%

The interest of the Corporation's bank overdraft, which the Corporation had to obtain for securing pharmaceuticals supplied to the Medical Supplies Division, was reimbursed by the Treasury 100% and the Treasury stopped this in June 2014. After that the Corporation had to bear the cost for interest on overdrafts. As a result, the interest on bank overdrafts has increased in 2014 by 10,713% compared to that in 2013.

Foreign Travel Expenses

Two officers have made official visits in 2013 while the number of officers who made official foreign visits was five in 2014, resulting in this increase.

Start-Up Expenditure

As Rajya Osusala sales outlets in Fort, Borella and Ambilipitiya were started in the year 2014, the start-up expenditure has increased by 115% compared to the previous year.

#### 3.2 Legal Actions Commenced against or by the Corporation

I agree with the audit observation.

It is not possible to prevent disputes at all times in commercial operations when running an organization. Therefore, suing and being sued occurs in resolving such disputes in law.

#### 4. Operational Review

#### 4.1 Operational Inefficiencies

- (a) Action has been taken towards recovery from a supplier in respect of the rejected pharmaceuticals mentioned. Action is being taken as per the advice of the Attorney General to take legal action for the values which could not be recovered. The present status in this regard is as follows:
  - Arbitration Notice was sent on 16 May 2016 for the arbitration in respect of Indent No. DHS/(C)SU/172/194K/08-09 to the supplier and the local agent by registered post.

- The documents requested by the State Counsel pertaining to Indent No. DHS/SU/180/974JP/08-09 at the legal discussion has been sent and a reminder has been sent on 1 April 2016.
- The matters relating to the sums of US \$ 220,622.00 and US \$ 89,699.71 payable to the Corporation under Indents No. DHS/MG/221/12 and No. DHS/SN/153/14 respectively will be referred to the Board of Directors to blacklist the suppliers concerned and to take legal action for the recovery of the sums concerned.
- Documents pertaining to Indent No. DHS/RMT/55/2014 have been sent to the Attorney General's Department for legal advice.
- The sum of US \$ 1,320.00 which should be recovered for the Corporation in respect of Indent No. DHS/LWW/001/049MBD/2012 is a late charge that had to be paid to the Sri Lanka Ports Authority. The A. Baur and Company, the local agent of the supplier, has paid that amount from the 10% retained payment pertaining to an order they had delivered.

Further, the Medical Supplies Division has accepted the stock pertaining to the sum of Rs. 1,260,584.04, which is the value of the stock rejected by the Medical Supplies Division, through a re-supply, i.e. one delivered on 16 December 2016.

- The contract agreement pertaining to the transaction requested by the Attorney General's Department on 12 January 2016 pertaining to Indents numbered DHS/SKW/625/2011, DHS/JA/320/2010, DHS/SH/89/2010 and DHS/P6/49/2012 was sent to the Attorney General's Department on 14 January 2016 and a reminder has been sent on 1 April 2016 in order to learn the future action in this regard.
- (b) It has not been possible to complete the disposal within a short time as it takes some time to fulfil the procedural and legal requirements in disposing the stocks of items proved to have been low in quality.

Approval of the Board of Directors has been received to destroy the stocks of the items proved to have been low in quality available in the V.V. Karunarathna Stores and the stocks concerned have been presented to the Geo-Cycle Lanka Limited, which is the only organization operating in Sri Lanka who undertake to do it. In addition, the company accepts the stocks in quantities that they can manage, rather than the whole stock. The Corporation has had to keep these items securely until they are accepted to be destroyed.

The length of time taken in disposing is caused by causes beyond the direct control of the Corporation.

(c) I agree with the audit observation.

When analyzing each of the items in the list pertaining to the audit observation, it has been noticed that the delay has been caused by:

lack of minimum length of time necessary for purchasing between the date on which the request is made to deliver the order and the date on which the order is delivered; changing the timeframe for the supply of the order as appearing on the original order sent by the Medical Supplies Division or sometimes postponing till the following year (2015); having to call tenders repeatedly at times due to the technical issues that have arisen in procedures for purchasing; having to call tenders repeatedly due to lack of bidders responding to tender invitations and/or absence of any bidder at all; disputes on the part of suppliers; and delay in delivery etc. Having identified these facts, a course of action has been implemented to hold stock review meetings together with the Medical Supplies Division every week in order to prevent such circumstances.

(d) I agree with this observation.

However, I wish to point out that since bank overdrafts have been necessitated by the non-receipt of payments for supplies made to the Medical Supplies Division, matters consequential to it are also beyond the Corporation's control.

(e) I agree with the audit observation.

It appears that a large stock of books have been ordered at once considering the cost advantage. However, I wish to inform that proper care will be taken in future as this loss could have been prevented if good care had been taken regarding the need.

- (f) Local agents of suppliers are assigned to label the items for reasons such as shipping some of the pharmaceuticals and instruments without labelling at times. Debit notes are not issued until this process is carried out and items are handed over to the Medical Supplies Division and the items are treated as stocks in transit. This is a situation that is beyond our control to a great extent, which is inevitable in the supply process.
- (g) It is based on accounting principles and Accounting Standards that the provision of Rs. 523,933,159.00 has been allocated for debtors in the medical supplies sector. 95% of these recoverable balances are values due from the Medical Supplies Division.

#### 4 Operational Review

#### 4.1 Operational Inefficiencies

We agree with the audit observations made with regard to the overall net profits and the profits and losses from the Rajya Osusala sales outlets in the year under review and in the year before that. Attention can be focused on several special points in considering the functioning of the Rajya Osusala sales outlets in the year 2014, too. They are as follows:

- 1. Prices of pharmaceuticals have remained stable. (A new price formula consisting of only a limited value for pharmaceuticals has been introduced.)
- 2. Salary revision caused escalation of employee salaries.
- Electricity bill has gone up as the Rajya Osusala sales outlets have been renovated with air-conditioning facility to make it more convenient for consumers.
- 4. Expenditure has increased because of the start-up expenditure of the Rajya Osusala sales outlets opened at the Fort Railway Station premises, at the premises of the Lady Ridgeway Hospital for Children and in Ambilipitiya in July 2014, August 2014 and September 2014 respectively.
- II. Steps have been taken to establish the branches referred to, inform consumers and identify weaknesses such as inadequacy of facilities and give remedies. A few of the branches cited have turned to a state of profit-making or minimizing the losses with the introduction of such remedies.
- III. I agree with the audit observations.

Arrangements have been made to identify the shortcomings in these Osusala branches and take the necessary remedial actions.

IV. Efforts have been taken to supply pharmaceuticals to debtors so that the approved credit limits are not surpassed at all times. However, there have been instances in which pharmaceuticals had to be supplied exceeding the credit limits when supply is needed by certain organizations in emergencies.

In our service through Rajya Osusala sales outlets, we have to retain the customers with the Rajya Osusala and cater to their needs acting with trust in order to give them a good service.

As most of the debtors referred to above are state or semi-governmental organizations, the Manager has taken the responsibility and acted with the trust that the amounts due will be duly paid.

Instructions have been issued to the managers of the Rajya Osusala sales outlets in Colombo 01 and Colombo 07 to ensure that when drugs are issued to debtors, it is issued well within the credit limits.

#### 4.4 Identified Losses

- (a) The value to the tune of Rs. 30,037,288.00 is the estimated value of the destroyed goods which was presented to the Sri Lanka Insurance Corporation, of which the Sri Lanka Insurance Corporation has paid an advance payment of Rs. 3,000,000.00 by now. We have been informed to get the damage reimbursed and submit the bill for settling the balance.
- (b) Pharmaceuticals worth 19.5 million rupees imported for selling in the open market in the year 2014 have failed in quality. A sum of fourteen million rupees of this value has already been reimbursed and the supplier has agreed to pay a further sum of Rs. 251,350.00. Accordingly, a sum of Rs. 5,128,399.52 has to be recovered and we are working to do it.

Our Corporation does not have a responsibility in respect of the expiry of pharmaceuticals imported to the Medical Supplies Division. The supplies are delivered according to their requests. Action is taken to recover and settle the losses pertaining to the pharmaceuticals which fail in quality.

(c) Stocks that have been identified during the annual stock taking as those which have expired, failed in quality or got damaged are accounted as untradeable stocks. If the suspended stocks from among such untradeable stocks are recommended as suitable for sale after the relevant quality inspections, such items are released to the market. At the same time, action is taken to return some items to the suppliers while other items are destroyed.

Once the Accounts Division receives the documents pertaining to the above-mentioned instances, relevant adjustments are made. When looking into the difference in stock which has been pointed out, inspections were carried out as to whether the Accounts Division had not received the document pertaining to the instances referred to. It was found out in this effort that documents have not been received for a value of Rs. 3,049,885.07. At the same time, it was also revealed that stocks worth Rs. 1,621,558.90 have been destroyed while stocks worth Rs. 4,035,412.28 have been accounted twice. Accordingly, after the above adjustments worth Rs. 8,706,856.25, the difference of stock stood at Rs. 28,049,173.70.

The audit query has compared the difference between the ledger balance that has been continuing for a long time and the physical stock currently available. Although it is difficult to find the very old documents pertaining to it, action will be taken to look into it further.

Instructions have been issued to the Internal Auditor to identify the officers responsible for the non-existence of stocks physically and the absence of relevant documents and submit details regarding them.

#### 4.5 Staff Administration

- (a) I agree with the observation.
- (b) Appointment to Acting Posts

The post of Deputy General Manager – Procurements and Imports has remained vacant and the lady officer who had been holding the post of Manager – Procurements has been appointed to act in the post. It has not been possible to fill the vacant position so far because a case has been filed by the officer who previously held the post and it is still pending.

Further, the post of Manager – Procurements has been vacant so far and the Assistant Manager (Procurement) was acting in the post till 10/01/2012. The reason for not filling this vacancy was that performance of acting duties in the post of Deputy General Manager – Procurements and Imports is being done by the Manager (Procurement). In addition, the post of Officer-in-Charge at the Rajya osusala sales outlet in Ampara remains vacant and a Senior Pharmacist of the outlet is acting in the post. At present, applications have been called from qualified persons to fill this post.

#### 5. Accountability and Good Governance

#### 5.1 Action Plan

Action will be taken to identify the reasons for the inability to achieve certain activities and to amend as necessary and/or re-plan for the future.

#### 5.2 Budgetary Control

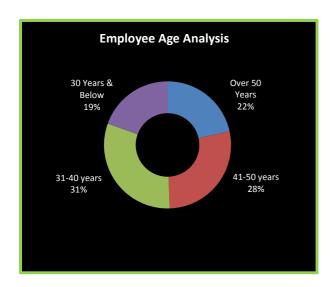
Budgeted and actual incomes and expenditures have shown differences due to variations in trade and economic conditions and hypotheses that have taken place in the year concerned.

The incomes and expenditures have been analyzed through analyzing variables and reasons for variations were subsequently examined, followed by remedial measures.

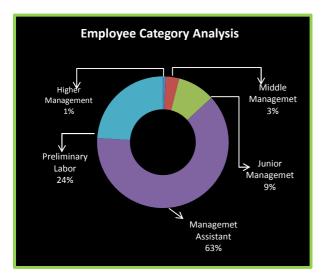
Chairman

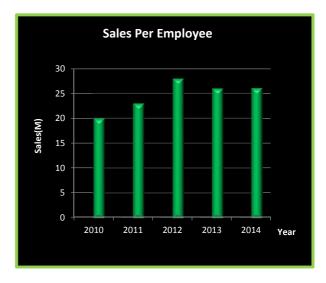
State Pharmaceuticals Corporation of Sri Lanka

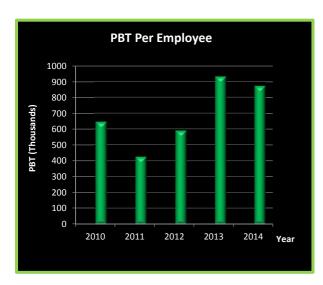
#### STATE PHARMACEUTICALS CORPORATION OF SRI LANKA HUMAN RESOURCE ANALYSIS FOR THE YEAR 2014

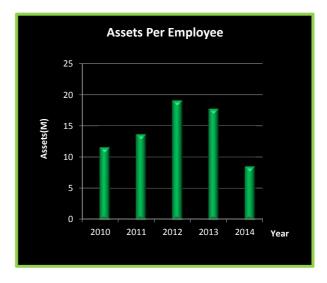












### STATE PHARMACEUTICALS CORPORATION OF SRI LANKA TEN YEAR SUMMARY

| Description                       | 2014<br>RS.'000' | 2013<br>RS.'000' | 2012<br>RS.'000' | 2011<br>RS.'000' | 2010<br>RS.'000' | 2009<br>RS.'000' | 2008<br>RS.'000' | 2007<br>RS.'000' | 2006<br>RS.'000' | 2005<br>RS.'000' |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Turnover - SPC                    | 4,865,151        | 4,320,300        | 4,283,232        | 4,806,170        | 4,197,759        | 4,015,962        | 3,547,367        | 3,092,189        | 2,923,148        | 2,666,453        |
| Turnover - DHS                    | 17,269,008       | 16,815,666       | 16,608,492       | 12,569,290       | 10,968,571       | 9,990,429        | 9,306,330        | 8,815,971        | 5,616,899        | 5,360,046        |
| Total Turnover                    | 22,134,159       | 21,135,966       | 20,891,724       | 17,375,460       | 15,166,330       | 14,006,391       | 12,853,697       | 11,908,160       | 8,540,047        | 8,026,499        |
| Gross Trading Profit - SPC        | 1,247,074        | 1,136,403        | 991,541          | 1,043,453        | 995,371          | 894,232          | 822,024          | 699,794          | 682,256          | 576,728          |
| Gross Surplus - DHS               | 1,333,198        | 1,185,004        | 1,193,214        | 780,735          | 688,145          | 622,071          | 576,308          | 578,091          | 389,533          | 407,187          |
| Gross Surplus                     | 2,580,272        | 2,321,407        | 2,184,755        | 1,824,188        | 1,683,516        | 1,516,303        | 1,398,332        | 1,277,885        | 1,071,789        | 983,915          |
| Other Income                      | 25,738           | 17,537           | 15,105           | 23,231           | 20,414           | 18,107           | 22,638           | 14,177           | 10,025           | 12,264           |
| Administrative Expenses           | (969,744)        | (786,904)        | (670,635)        | (614,019)        | (605,475)        | (573,322)        | (535,428)        | (483,452)        | (434,075)        | (348,910)        |
| Other Operating Expenses          | (749,825)        | (791,794)        | (745,230)        | (492,631)        | (285,777)        | (203,520)        | (218,987)        | (111,390)        | (56,397)         | (92,470)         |
| Unrecoverable Service Charges     |                  |                  |                  |                  |                  |                  |                  |                  | (78,638)         |                  |
| Operating Profit                  | 886,441          | 760,246          | 783,995          | 740,769          | 812,678          | 757,568          | 666,555          | 697,220          | 512,704          | 554,799          |
| Finance Cost                      | (124)            | (227)            | (17)             | (3,661)          | (17,734)         | (8,841)          | (7,982)          | (7,480)          | (6,397)          | (5,390)          |
| Overdraft Interest                | (149,659)        | (1,384)          | (290,877)        | (419,235)        | (315,070)        | (350,841)        | (212,285)        | (273,273)        | (121,876)        | (119,311)        |
| Total Overheads                   | (1,869,352)      | (1,580,309)      | (1,706,759)      | (1,529,546)      | (1,224,056)      | (1,136,524)      | (974,682)        | (875,595)        | (618,745)        | (566,081)        |
| Finance Income                    | 4,896            | 4,357            | 3,959            | 4,102            | 3,900            | 3,302            | 2,856            | 2,127            | 1,432            | 1,285            |
| Profit before Tax                 | 741,554          | 762,992          | 497,060          | 321,975          | 483,774          | 401,188          | 449,144          | 418,594          | 385,863          | 431,383          |
| Taxation                          | 192,145          | 320,008          | 205,282          | 228,473          | 243,907          | 144,883          | 209,487          | 232,013          | 206,427          | 218,168          |
| Extra - Ordinary Items            |                  |                  |                  |                  |                  |                  |                  |                  | (25)             |                  |
| Net Profit for the period         | 549,409          | 442,984          | 291,778          | 93,502           | 239,867          | 256,305          | 239,657          | 186,581          | 179,411          | 213,215          |
| Treasury Levy                     | (75,000)         | (50,000)         |                  | (15,000)         | (60,000)         | (25,000)         | (25,000)         |                  |                  |                  |
| Defined benefits plan             | (212,044)        | (31,574)         | (14,281)         | 11,325           | (**,****)        | ( 1,111,         | ( 1 / 1 1 / 1    |                  |                  |                  |
| Total comprehensive Income        | 262,365          | 361,409          | 277,497          | 89,827           | 179,867          | 231,305          | 214,657          | 186,581          | 179,411          | 213,215          |
| Contributed Capital & Reserves    | 125,117          | 125,117          | 125,117          | 3,502,607        | 3,412,780        | 2,418,452        | 2,217,690        | 1,960,458        | 1,744,855        | 1,591,225        |
| Current Assets                    |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Inventories - SPC                 | 1,248,178        | 1,437,830        | 1,079,939        | 887,456          | 874,018          | 652,167          | 833,303          | 726,578          | 603,455          | 486,592          |
| Goods in Transit - DHS            | 528,710          | 809,462          | 734,963          | 1,985,991        | 2,755,465        | 1,105,247        | 1,780,891        | 710,240          |                  |                  |
| -SPC                              | 137299           | 265,392          | 151,918          | 100,277          | 105,297          | 125,515          | 170,905          | 23,596           | 57,127           | 31,776           |
| Trade and other receivables       | 2,370,323        | 8,881,602        | 11,113,022       | 5,123,702        | 3,453,354        | 2,139,755        | 2,036,168        | 1,991,061        | 2,764,958        | 2,586,782        |
| Deposits & Prepayments            | 37,964           | 32,948           | 24,073           | 24,479           | 22,369           | 11,564           | 12,367           | 6,928            | 7,512            | 8,341            |
| Cash in Hand & at Bank            | 801,717          | 1,200,667        | 216,359          | 600,807          | 671,104          | 263,769          | 250,660          | 480,787          | 192,511          | 349,191          |
| Total Current Assets              | 5,124,191        | 12,627,901       | 13,320,274       | 8,722,712        | 7,881,607        | 4,298,017        | 5,084,294        | 3,939,190        | 3,625,563        | 3,462,682        |
| Current Liabilities               |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Trade and other Payables          | 2,235,195        | 3,649,362        | 3,032,684        | 1,784,156        | 1,551,401        | 739,514          | 544,979          | 645,448          | 667,851          | 456,014          |
| Income tax payables               | 180,617          | 290,045          | 191,440          | 219,332          | 232,469          | 200,169          | 225,239          | 252,090          | 211,415          | 163,569          |
| Deferred Income                   | 748              | 889              | 1,292            | 318              | 1,559            |                  |                  |                  |                  |                  |
| Current Financial Liabilities     | 78,739           | 6,254,353        | 7,896,709        | 4,716,655        | 4,131,544        | 1,458,538        | 2,596,234        | 1,588,509        | 1,476,648        | 1,756,156        |
| Total Current Liabilities         | 2,495,299        | 10,194,649       | 11,122,125       | 6,720,461        | 5,916,973        | 2,398,221        | 3,366,452        | 2,486,047        | 2,355,914        | 2,375,739        |
| Non Current Assets                | 2,138,973        | 1,858,832        | 1,698,279        | 1,605,438        | 1,561,496        | 639,231          | 595,014          | 593,907          | 554,604          | 556,363          |
| Non Current Liabilities           | 372,219          | 158,803          | 124,558          | 105,082          | 113,350          | 120,575          | 95,166           | 86,592           | 79,398           | 52,081           |
| Net Assets                        | 4,395,646        | 4,133,281        | 3,771,870        | 3,502,607        | 3,412,780        | 2,418,452        | 2,217,690        | 1,960,458        | 1,744,855        | 1,591,225        |
| RATIOS                            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Gross Profit Ratio - SPC (%)      | 25.6             | 26.3             | 23.1             | 21.7             | 23.7             | 22.3             | 23.2             | 22.6             | 23.3             | 21.6             |
| Gross Profit Ratio - DHS (%)      | 7.7              | 7.05             | 7.2              | 6.2              | 6.3              | 6.2              | 6.2              | 6.6              | 6.9              | 7.6              |
| Gross Surplus to Sales ( % )      | 11.7             | 11.0             | 10.5             | 10.5             | 11.1             | 10.8             | 10.9             | 10.7             | 12.6             | 12.3             |
| Assets Turnover ( times )         | 1:3.04           | 1:1.45           | 1:1.4            | 1:1.7            | 1:1.6            | 1:2.8            | 1:2.2            | 1:2.6            | 1:2.0            | 1:2.0            |
| Annual Sales Growth ( % )         | 4.72             | 1.2              | 24.37            | 14.57            | 8.28             | 8.97             | 7.94             | 39.44            | 6.40             | 18.30            |
| Current Ratio ( times)            | 1:2.05           | 1:1.23           | 1.19:1           | 1.31:1           | 1.33:1           | 1.79:1           | 1.51:1           | 1.58:1           | 1.54:1           | 1.46:1           |
| Liquidity Ratio ( times )         | 1:1.5            | 1:1.07           | 1.02:1           | 0.86:1           | 0.7:1            | 1:1              | 0.68:1           | 0.99:1           | 1.26:1           | 1.24:1           |
| Interest Cover ( times )          | 6.0              | 552.3            | 2.7              | 1.8              | 2.4              | 2.1              | 3.0              | 2.5              | 4.0              | 4.4              |
| Stock Turnover Ratio ( times )SPC | 2.85             | 2.63             | 4.00             | 3.83             | 2.4              | 3.5              | 3.11             | 3.39             | 3.92             | 4.45             |
| Stock Turnover Rauo ( unies )3FC  | 2.03             | 2.03             | 4.00             | 3.03             | 2.4              | 3.3              | 3.11             | 3.39             | 3.74             | 4.+3             |

#### **SALES NETWORK**

#### **HEAD OFFICE**

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109, Kandawala Estate, Ratmalana. Tel.011-2634318 Fax:011-2636715 ORS UNIT

109, Kandawala Estate, Ratmalana. Tel.011-2622334 KANDY STORES

10/B/1, Hewaheta Road, Thennekumbura, Kandy. Tel. 081-2240274

RAJYA OSU SALA OUTLETS

Osu Sala - Ampara

Temple Junction, D S Senanayaka Mawatha, Ampara.Tel.063-2223088 Osu Sala - Anuradhapura

Bank Street, Anuradhapura. Tel.025-222181 Osu Sala - Avissawella

G 33/34/35, Central Bus Stand, Avissawella. Tel.036-2222501 New Osu Sala - Badulla

CWE Building, Bandarawela Road, Badulla. Tel.055 2229837

Osu Sala - Bandaragama

Hospital Premises, Horana Road, Bandaragama. Tel.038-2288671 Osu Sala -Borella

Lady Ridgway Premises, Borella. Tel. 011-2697660 Osu Sala - Colombo 1

75,Sir Baron Jayatillake Mawatha, Colombo 1. Tel.2328046 Osu Sala - Colombo 4

85, Galle Road, Colombo 4. Tel.2587128

Osu Sala - Colombo 7

255, Dharmapala Mawatha, Colombo 7. Tel.011-2694716, 011-2672293 Osu Sala – Diyathalawa

Main Street, Diyathalawa. Tel.055- 3551624 Osu Sala – Embilipitiya

102, Pallegama, Embilipitiya. Tel. 047-2261177 Osu Sala – Fort

Fort Railway Station, Fort. Tel. 011-2336926

Osu Sala - Galle

61A Wakwella Road, Galle. Tel.091-2234726 Osu Sala - Hambantota

No.3 Barrack Street, Hambantota. Tel.047-2222163 Osu Sala – Ja'pura

Sri Jayawardhanapura General Hospital, Sri Jayawardhanapura. Tel.011-2779414 Osu Sala – Jaffna

149A, K.K.S Road, Jaffna.

Tel. 021- 2219262

Osu Sala - Kandy

14A Lamagara Mawatha, Kandy. Tel.081-2225175 Osu Sala – Karapitiya

132. Cancer Hospital Rd, Maitipe, 1<sup>st</sup> Lane, Karapitiya. Tel.091 2226947 Osu Sala – Kurunegala

28. Weerathunga Bldg. Bauddhaloka Mawatha. Kurunegala. Tel.037-2230840 Osu Sala – Maharagama

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Osu Sala - Matara

23B Charikaramaya Anagarika Dharmapala Mawatha, Matara. Tel.041-2231871 Osu Sala - Minuwangoda

24. Old Town hall Bldg, Colombo Road, Minuwangoda. Tel.011-2295120 Osu Sala - Negombo

134, Colombo Road, Negombo. Tel.031- 2228599 Osu Sala - Nugegoda

145A/1,

S de S Jayasinghe Mawatha, Nugegoda.Tel.011-2856641

Osu Sala - Panadura

159, M.P.C.S Bldg, Galle Road, Panadura. Tel.038-2234767 Osu Sala - Piliyandala

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Kaduruwela Road, Polonnaruwa. Tel. 027- 2225465 Osu Sala – Ragama

No.61A, Mahabage Road, Ragama.

Tel. 011-2955219

Osu Sala – Ratmalana

Mega Sathosa, Golumadama Junction, Galle Road, Rathmalana. Tel. 011-3043789 Osu Sala - Ratnapura

32 Nanda Ellawala Mawatha, Ratnapura. Tel.045-2223014 Osu Sala – Tangalla

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