

KEY FINANCIAL HIGHLIGHTS

PROFIT AND LOSS SUMMARY FOR THE LAST SIX YEARS

(AMOUNT IN PKR)

Standalone	2019	2018	2017	2016	2015	2014
Revenue	5,348,568,742	3,761,155,759	2,910,800,003	2,680,323,531	2,263,290,351	1,922,615,854
Cost of sales	3,572,188,527	2,582,618,930	2,048,691,935	1,884,619,823	1,535,746,756	1,245,138,366
Gross profit	1,776,380,215	1,178,536,829	862,108,068	795,703,708	727,543,595	677,477,488
Distribution expenses	99,693,155	46,585,985	113,712,935	37,287,199	69,629,714	59,542,078
Administrative expenses	448,471,106	377,384,516	286,947,433	251,448,903	262,301,728	198,631,669
Other operating expenses	139,025,203	118,366,982	87,722,400	30,979,960	19,948,597	22,957,237
Finance cost	39,164,417	18,834,198	10,709,009	3,213,088	2,121,044	3,985,590
Other income	342,646,042	437,742,627	118,416,151	33,145,436	91,963,242	38,502,506
Profit before taxation	1,392,672,376	1,055,107,775	481,432,442	505,919,994	465,505,754	430,953,420
Taxation	28,540,667	45,624,604	8,056,404	(9,159,952)	12,991,024	4,143,840
Profit after taxation	1,364,131,709	1,009,483,171	473,376,038	515,079,946	452,514,730	426,719,580
Earning per share (basic)	11.05	8.19	4.24	4.64	4.14	4.47
Profitability Analysis (%age)						
Gross profit to revenue	33%	31%	30%	30%	32%	35%
Profit after tax to revenue	26%	27%	16%	19%	20%	22%

Consolidated	2019	2018	2017	2016	2015	2014
Revenue	7,535,648,069	5,323,922,442	3,832,429,037	3,112,102,038	2,470,725,663	1,922,711,560
Cost of sales	5,166,301,606	3,795,122,571	2,683,690,636	2,222,533,901	1,699,126,206	1,248,286,552
Gross profit	2,369,346,463	1,528,799,871	1,148,738,401	889,568,137	771,599,457	674,425,008
Distribution expenses	178,002,387	90,539,319	58,938,644	47,756,830	72,778,492	62,068,776
Administrative expenses	698,066,995	572,629,509	484,005,420	354,208,651	342,295,586	206,647,353
Other operating expenses	163,532,016	138,347,792	135,834,095	38,329,724	23,726,609	25,257,473
Finance cost	47,022,121	27,073,044	15,786,491	5,497,692	3,065,865	3,995,964
Other income	318,491,575	408,460,653	114,980,508	28,939,571	88,506,926	35,342,737
Profit before taxation	1,601,214,519	1,108,670,860	569,154,259	472,714,811	418,239,831	411,798,179
Taxation	33,281,698	47,387,580	8,435,716	(8,499,658)	12,991,024	4,143,840
Profit after taxation	1,567,932,821	1,061,283,280	560,718,543	481,214,469	405,248,807	407,654,339
EPS	12.86	8.72	5.11	4.39	3.75	4.31
Profitability Analysis (%age)						
Gross profit to revenue	31%	29%	30%	29%	31%	35%
Profit after tax to revenue	21%	20%	15%	15%	16%	21%

DUPONT ANALYSIS

2019						
Profit	1,364,131,709	Revenue	5,348,568,742	Total assets	6,717,215,682	ROE 26%
Revenue	5,348,568,742	Total assets	6,717,215,682	Equity	5,216,466,331	
Profit margin	26%	Assets turnover	80%	Equity multiplier	129%	

2018						
Profit	1,009,483,171	Revenue	3,761,155,759	Total assets	4,999,169,768	ROE 25%
Revenue	3,761,155,759	Total assets	4,999,169,768	Equity	4,078,869,538	
Profit margin	27%	Assets turnover	75%	Equity multiplier	123%	