

# KEY FINANCIAL HIGHLIGHTS

## PROFIT AND LOSS SUMMARY FOR THE LAST SIX YEARS (AMOUNTS IN PKR)

### STANDALONE

	2021 Rupees	2020 Rupees	2019 Rupees	2018 Rupees	2017 Rupees	2016 Rupees
Revenue	11,903,583,911	7,513,766,845	5,348,568,742	3,761,155,759	2,910,800,003	2,680,323,531
Cost of revenue	(7,912,442,628)	(4,715,786,027)	(3,572,188,527)	(2,582,618,930)	(2,048,691,935)	(1,884,619,823)
<b>Gross profit</b>	<b>3,991,141,283</b>	<b>2,797,980,818</b>	<b>1,776,380,215</b>	<b>1,178,536,829</b>	<b>862,108,068</b>	<b>797,485,299</b>
Distribution expenses	(188,926,692)	(118,794,068)	(99,693,155)	(46,585,985)	(113,712,935)	(37,287,199)
Administrative expenses	(981,346,043)	(499,848,346)	(448,471,106)	(377,384,516)	(286,947,433)	(251,448,903)
Other operating expenses	(4,355,753)	(134,740,418)	(139,025,203)	(118,366,982)	(87,722,400)	(30,979,960)
	(1,174,628,488)	(753,382,832)	(687,189,464)	(542,337,483)	(488,382,768)	(321,497,653)
<b>Operating profit</b>	<b>2,816,512,795</b>	<b>2,044,597,986</b>	<b>1,089,190,751</b>	<b>636,199,346</b>	<b>373,725,300</b>	<b>475,987,646</b>
Other income	620,344,533	272,645,254	342,646,042	437,742,627	118,416,151	33,145,436
Finance costs	(84,291,698)	(49,914,195)	(39,164,417)	(18,834,198)	(10,709,009)	(3,213,088)
<b>Profit before taxation</b>	<b>3,352,565,630</b>	<b>2,267,329,045</b>	<b>1,392,672,376</b>	<b>1,055,107,775</b>	<b>481,432,442</b>	<b>505,919,994</b>
Taxation	(31,874,154)	(73,414,103)	(28,540,667)	(45,624,604)	(8,056,404)	9,159,952
<b>Profit after taxation</b>	<b>3,320,691,476</b>	<b>2,193,914,942</b>	<b>1,364,131,709</b>	<b>1,009,483,171</b>	<b>473,376,038</b>	<b>515,079,946</b>

### CONSOLIDATED

	2021 Rupees	2020 Rupees	2019 Rupees	2018 Rupees	2017 Rupees	2016 Rupees
Revenue	15,304,037,567	9,876,827,710	7,535,648,069	5,323,922,442	3,832,429,037	3,112,102,038
Cost of revenue	(10,314,365,850)	(6,619,640,203)	(5,166,301,606)	(3,795,122,571)	(2,683,690,637)	(2,224,313,068)
<b>Gross profit</b>	<b>4,989,671,717</b>	<b>3,257,187,507</b>	<b>2,369,346,463</b>	<b>1,528,799,871</b>	<b>1,148,738,400</b>	<b>887,788,970</b>
Distribution expenses	(385,600,533)	(201,024,729)	(178,002,387)	(90,539,319)	(58,938,644)	(45,977,663)
Administrative expenses	(1,426,803,958)	(722,310,556)	(698,066,995)	(572,629,509)	(484,005,420)	(354,208,651)
Other operating expenses	(8,131,032)	(220,135,525)	(163,532,016)	(138,347,792)	(135,834,095)	(38,329,724)
	(1,820,535,523)	(1,143,470,810)	(1,039,601,398)	(801,516,620)	(678,778,159)	(440,295,205)
<b>Operating profit</b>	<b>3,169,136,194</b>	<b>2,113,716,697</b>	<b>1,329,745,065</b>	<b>727,283,251</b>	<b>469,960,241</b>	<b>449,272,932</b>
Other income	653,030,132	235,201,038	318,491,575	408,460,653	114,980,509	28,939,571
FV adjustment on dilution of control in subsidiary	816,226,748	-	-	-	-	-
Finance costs	(121,404,658)	(66,659,676)	(47,022,121)	(27,073,044)	(15,786,491)	(5,497,692)
Share of loss of Associate	(83,384,503)	-	-	-	-	-
<b>Profit before taxation</b>	<b>4,433,603,913</b>	<b>2,282,258,059</b>	<b>1,601,214,519</b>	<b>1,108,670,860</b>	<b>569,154,259</b>	<b>472,714,811</b>
Taxation	(53,944,635)	(117,960,376)	(33,281,698)	(47,387,580)	(8,435,716)	8,499,658
<b>Profit after taxation</b>	<b>4,379,659,278</b>	<b>2,164,297,683</b>	<b>1,567,932,821</b>	<b>1,061,283,280</b>	<b>560,718,543</b>	<b>481,214,469</b>

### DUPONT ANALYSIS

2021						
Profit	3,320,691,476	Revenue	11,903,583,911	Total assets	15,240,874,128	<b>ROE</b>
Revenue	11,903,583,911	Total assets	15,240,874,128	Equity	10,473,329,516	
<b>Profit margin</b>	<b>28%</b>	<b>Assets turnover</b>	<b>78%</b>	<b>Equity multiplier</b>	<b>146%</b>	

2020						
Profit	2,193,914,942	Revenue	7,513,766,845	Total assets	9,834,639,018	<b>ROE</b>
Revenue	7,513,766,845	Total assets	9,834,639,018	Equity	7,253,686,051	
<b>Profit margin</b>	<b>29%</b>	<b>Assets turnover</b>	<b>76%</b>	<b>Equity multiplier</b>	<b>136%</b>	