

HORIZONTAL & VERTICAL ANALYSIS

PROFIT AND LOSS ACCOUNT

HORIZONTAL ANALYSIS
(Rupees in Million)

	2016		2015		2014		2013		2012		2011
	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Re-stated Rs.	%	Re-stated Rs.
Continuing operations											
Local sales	19,767	5.80	18,683	6.26	17,582	1.95	17,245	24.89	13,808	0.62	13,723
Export sales	27	(4.44)	28	(37.70)	45	(34.12)	69	9.52	63	(14.86)	74
Gross sales	19,794	5.79	18,711	6.15	17,627	1.81	17,314	24.82	13,871	0.54	13,797
Sales tax and excise duty	(2,934)	10.41	(2,657)	5.63	(2,516)	4.60	(2,405)	13.98	(2,110)	(11.83)	(2,393)
Commission	(21)	(27.59)	(29)	18.91	(24)	16.49	(21)	31.25	(16)	(11.11)	(18)
Net sales	16,839	5.08	16,025	6.21	15,087	1.34	14,888	26.76	11,745	3.15	11,386
Cost of sales	(13,221)	4.40	(12,664)	(1.63)	(12,873)	(0.16)	(12,893)	25.54	(10,270)	1.98	(10,071)
Gross profit	3,618	7.63	3,361	51.79	2,215	11.00	1,995	35.25	1,475	12.17	1,315
Administrative expenses	(897)	19.22	(753)	(4.38)	(787)	33.89	(588)	82.61	(322)	12.20	(287)
Distribution and marketing costs	(922)	35.93	(678)	16.87	(580)	(1.01)	(586)	46.50	(400)	3.63	(386)
Projects expenditure	-	-	-	-	-	-	-	-	-	(100.00)	(56)
Other operating expenses	(392)	13.04	(347)	56.38	(222)	44.14	(154)	396.77	(31)	675.00	(4)
Other operating income	390	59.94	244	(24.25)	322	(2.08)	329	13.84	289	(0.34)	290
Profit / (loss) from operations	1,797	(1.68)	1,828	92.91	947	(4.88)	996	(1.48)	1,011	15.94	872
Finance costs	(1,308)	103.33	(643)	(14.44)	(752)	(11.06)	(845)	60.04	(528)	9.09	(484)
Investment income	6,472	147.22	2,618	2.51	2,554	25.00	2,043	33.18	1,534	47.50	1,040
Reversal of impairment / (impairment) on investments	-	-	-	-	-	-	-	(100.00)	361	(192.33)	(391)
Profit / (loss) before tax	6,961	83.08	3,803	38.30	2,750	25.32	2,194	(7.74)	2,378	129.32	1,037
Tax	(1,366)	169.33	(507)	137.83	(213)	(46.43)	(398)	(55.28)	(890)	1.60	(876)
Profit / (loss) for the year from Continuing operations	5,596	69.80	3,295	29.93	2,536	41.22	1,796	20.70	1,488	824.22	161
Loss for the year from Discontinued operations	-	-	-	-	-	-	(249)	93.66	(3,929)	(127.24)	(1,729)
Profit / (loss) for the year	5,596	69.80	3,295	29.93	2,536	63.95	1,547	163.38	(2,441)	(55.68)	(1,568)
Basic earnings / (loss) per share											
- From Continuing operations	62.61		37.42		29.89		21.28		17.64		1.90
- From Discontinued operations	-		-		-		(2.95)		(46.56)		(20.48)
- From profit / (loss) for the year	62.61		37.42		29.89		18.33		(28.92)		(18.58)
Diluted earnings / (loss) per share											
- From Continuing operations	58.45		33.62		26.59		20.01		17.09		1.90
- From Discontinued operations	-		-		-		(2.95)		(46.56)		(20.48)
- From profit / (loss) for the year	58.45		33.62		26.59		17.06		(29.47)		(18.58)

The financial information is based upon audited financial results of the company of respective periods unless represented in accordance with applicable financial reporting framework.

VERTICAL ANALYSIS
(Rupees in Million)

	2016		2015		2014		2013		2012		2011	
	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Rs.	%
Continuing operations												
Local sales	19,767	99.86	18,683	99.85	17,582	99.74	17,245	99.60	13,808	99.55	13,723	99.46
Export sales	27	0.14	28	0.15	45	0.26	69	0.40	63	0.45	74	0.54
Gross sales	19,794	100	18,711	100	17,627	100	17,314	100	13,871	100	13,797	100
Sales tax and excise duty	(2,934)	(14.82)	(2,657)	(14.20)	(2,516)	(14.27)	(2,405)	(13.89)	(2,110)	(15.21)	(2,393)	(17.34)
Commission	(21)	(0.10)	(29)	(0.16)	(24)	(0.14)	(21)	(0.12)	(16)	(0.12)	(18)	(0.13)
Net sales	16,839	85.07	16,025	85.64	15,087	85.59	14,888	85.99	11,745	84.67	11,386	82.53
Cost of sales	(13,221)	(66.80)	(12,664)	(67.68)	(12,873)	(73.03)	(12,893)	(74.47)	(10,270)	(74.04)	(10,071)	(72.99)
Gross profit	3,618	18.28	3,361	17.96	2,215	12.56	1,995	11.52	1,475	10.63	1,315	9.53
Administrative expenses	(897)	(4.53)	(753)	(4.02)	(787)	(4.47)	(588)	(3.40)	(322)	(2.32)	(287)	(2.08)
Distribution and marketing costs	(922)	(4.66)	(678)	(3.62)	(580)	(3.29)	(586)	(3.38)	(400)	(2.88)	(386)	(2.80)
Projects expenditure	-	-	-	-	-	-	-	-	-	-	(56)	(0.41)
Other operating expenses	(392)	(1.98)	(347)	(1.86)	(222)	(1.26)	(154)	(0.89)	(31)	(0.22)	(4)	(0.03)
Other operating income	390	1.97	244	1.30	322	1.83	329	1.90	289	2.08	290	2.10
Profit / (loss) from operations	1,797	9.08	1,828	9.77	947	5.37	996	5.75	1,011	7.29	872	6.32
Finance costs	(1,308)	(6.61)	(643)	(3.44)	(752)	(4.26)	(845)	(4.88)	(528)	(3.81)	(484)	(3.51)
Investment income	6,472	32.70	2,618	13.99	2,554	14.49	2,043	11.80	1,534	11.06	1,040	7.54
Reversal of impairment / (impairment) on investments	-	-	-	-	-	-	-	-	361	2.60	(391)	(2.83)
Profit / (loss) before tax	6,961	35.17	3,803	20.32	2,750	15.60	2,194	12.67	2,378	17.14	1,037	7.52
Tax	(1,366)	(6.90)	(507)	(2.71)	(213)	(1.21)	(398)	(2.30)	(890)	(6.42)	(876)	(6.35)
Profit / (loss) for the year from Continuing operations	5,596	28.27	3,295	17.61	2,536	14.39	1,796	10.37	1,488	10.73	161	1.17
Loss for the year from Discontinued operations	-	-	-	-	-	-	(249)	-	(3,929)	-	(1,729)	-
Profit / (loss) for the year	5,596	28.27	3,295	17.61	2,536	14.39	1,547	8.93	(2,441)	(17.60)	(1,568)	(11.36)
Basic earnings / (loss) per share												
- From Continuing operations	62.61		37.42		29.89		21.28		17.64		1.90	
- From Discontinued operations	-		-		-		(2.95)		(46.56)		(20.48)	
- From profit / (loss) for the year	62.61		37.42		29.89		18.33		(28.92)		(18.58)	
Diluted earnings / (loss) per share												
- From Continuing operations	58.45		33.62		26.59		20.01		17.09		1.90	
- From Discontinued operations	-		-		-		(2.95)		(46.56)		(20.48)	
- From profit / (loss) for the year	58.45		33.62		26.59		17.06		(29.47)		(18.58)	

The financial information is based upon audited financial results of the company of respective periods unless represented in accordance with applicable financial reporting framework.

PROFIT AND LOSS - BREAKUP OF MAJOR EXPENSES AS % OF SALES

