

HORIZONTAL & VERTICAL ANALYSIS

PROFIT AND LOSS ACCOUNT

HORIZONTAL ANALYSIS
(Rupees in Million)

	2017	17 vs 16	2016	16 vs 15	2015	15 vs 14	2014	14 vs 13	2013	13 vs 12	2012
	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Rs.
Continuing operations											
Local sales	21,359	8.05	19,766	5.80	18,683	6.26	17,582	1.95	17,245	24.89	13,808
Export sales	30	12.41	27	(4.44)	28	(37.70)	45	(34.12)	69	9.52	63
Gross sales	21,389	8.06	19,794	5.78	18,711	6.15	17,627	1.81	17,314	24.82	13,871
Sales tax and excise duty	(3,284)	11.92	(2,934)	10.41	(2,657)	5.63	(2,516)	4.60	(2,405)	13.98	(2,110)
Commission	-	(100.00)	(20)	(29.82)	(29)	18.91	(24)	16.49	(21)	31.25	(16)
Net sales	18,105	7.52	16,839	5.08	16,025	6.21	15,087	1.34	14,888	26.76	11,745
Cost of sales	(14,370)	8.68	(13,221)	4.40	(12,664)	(1.63)	(12,873)	(0.16)	(12,893)	25.54	(10,270)
Gross profit	3,736	3.26	3,618	7.63	3,361	51.79	2,215	11.00	1,995	35.25	1,475
Administrative expenses	(1,010)	12.54	(897)	19.22	(753)	(4.38)	(787)	33.89	(588)	82.61	(322)
Distribution and marketing costs	(1,129)	22.56	(922)	35.93	(678)	16.87	(580)	(1.01)	(586)	46.50	(400)
Other operating expenses	(496)	26.36	(392)	13.04	(347)	56.38	(222)	44.14	(154)	396.77	(31)
Other operating income	227	(41.81)	390	59.94	244	(24.25)	322	(2.08)	329	13.84	289
Profit / (loss) from operations	1,328	(26.11)	1,797	(1.68)	1,828	92.91	947	(4.88)	996	(1.48)	1,011
Finance costs	(445)	(65.93)	(1,308)	103.33	(643)	(14.44)	(752)	(11.06)	(845)	60.04	(528)
Investment income	6,274	(3.06)	6,472	147.22	2,618	2.51	2,554	25.00	2,043	33.18	1,534
Reversal of impairment on investments	-	-	-	-	-	-	-	-	-	(100.00)	361
Profit / (loss) before tax	7,156	2.80	6,961	83.08	3,803	38.30	2,750	25.32	2,194	(7.74)	2,378
Tax	(940)	(31.18)	(1,366)	169.33	(507)	137.83	(213)	(46.43)	(398)	(55.28)	(890)
Profit / (loss) for the year from continuing operations	6,216	11.09	5,596	69.80	3,295	29.93	2,536	41.22	1,796	20.70	1,488
Loss for the year from Discontinued operations	-	-	-	-	-	-	-	-	(249)	93.66	(3,929)
Profit / (loss) for the year	6,216	11.09	5,596	69.80	3,295	29.93	2,536	63.95	1,547	163.38	(2,441)
Basic earnings / (loss) per share											
- From Continuing operations	69.05		62.61		37.42		29.89		21.28		17.64
- From Discontinued operations	-		-		-		-		(2.95)		(46.56)
- From profit / (loss) for the year	69.05		62.61		37.42		29.89		18.33		(28.92)
Diluted earnings / (loss) per share											
- From Continuing operations	65.02		58.45		33.62		26.59		20.01		17.09
- From Discontinued operations	-		-		-		-		(2.95)		(46.56)
- From profit / (loss) for the year	65.02		58.45		33.62		26.59		17.06		(29.47)

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