

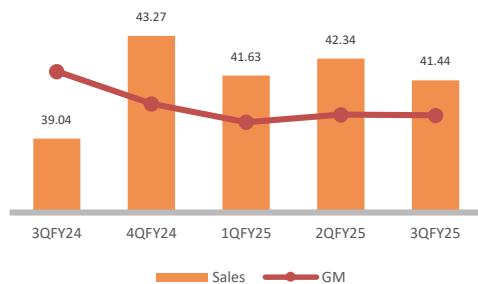
# ILP Result Review - 3QFY25



Tuesday, April 29, 2025

| Rupees' millions             | 3QFY25       | 3QFY24        | YoY            | 9MFY25        | 9MFY24        | YoY            |
|------------------------------|--------------|---------------|----------------|---------------|---------------|----------------|
| Net Sales                    | 41,437       | 39,040        | 6.1% ▲         | 125,408       | 112,856       | 11.1% ▲        |
| Cost of Sales                | -33,128      | -27,684       | 19.7% ▲        | -100,815      | -79,016       | 27.6% ▲        |
| <b>Gross Profit</b>          | <b>8,309</b> | <b>11,356</b> | <b>26.8% ▼</b> | <b>24,593</b> | <b>33,840</b> | <b>27.3% ▼</b> |
| SG&A Expenses                | -7,612       | -3,621        | 110.2% ▲       | -12,111       | -10,437       | 16.0% ▲        |
| Other Expenses               | -337         | -538          | 37.3% ▼        | -894          | -1,700        | 47.4% ▼        |
| Other Income                 | 18           | 88            | 79.6% ▼        | 467           | 429           | 8.9% ▲         |
| <b>Operating Profit</b>      | <b>3,988</b> | <b>7,285</b>  | <b>45.3% ▼</b> | <b>12,055</b> | <b>22,133</b> | <b>45.5% ▼</b> |
| Finance Cost                 | -2,021       | -2,607        | 22.5% ▼        | -7,572        | -7,411        | 2.2% ▲         |
| Profit Before Taxation       | 1,966        | 4,678         | 58.0% ▼        | 4,484         | 14,722        | 69.5% ▼        |
| Taxation                     | -629         | -548          | 14.7% ▲        | -1,774        | -1,567        | 13.2% ▲        |
| <b>Profit After Taxation</b> | <b>1,337</b> | <b>4,129</b>  | <b>67.6% ▼</b> | <b>2,710</b>  | <b>13,155</b> | <b>79.4% ▼</b> |
| Earnings Per Share           | 0.95         | 2.95          | 67.6% ▼        | 1.93          | 9.39          | 79.4% ▼        |
| Dividend                     | 0.00         | 0.00          |                | 0.00          | 2.00          |                |
| Bonus                        | 0%           | 0%            |                | 0.00          | 0.00          |                |
| Gross Margin                 | 20.1%        | 29.1%         | 9.0% ▼         | 19.6%         | 30.0%         | 10.4% ▼        |
| SG&A Expenses to Sales       | -18.4%       | -9.3%         | 98.1% ▼        | -9.7%         | -9.2%         | 0.4% ▲         |
| Other Expenses to Sales      | -0.8%        | -1.4%         | 0.6% ▼         | -0.7%         | -1.5%         | 0.8% ▼         |
| Other Income to Sales        | 0.0%         | 0.2%          | 0.2% ▼         | 0.4%          | 0.4%          | 0.0% ▼         |
| Effective Taxation           | -32.0%       | -11.7%        | 20.3% ▲        | -39.6%        | -10.6%        | 28.9% ▲        |
| Net Margin                   | 3.2%         | 10.6%         | 7.3% ▼         | 2.2%          | 11.7%         | 9.5% ▼         |

Sales (Rs'bn) vs Gross Margin



PAT (Rs'bn) vs Net Margin

