

# ILP Result Review - 4QFY23



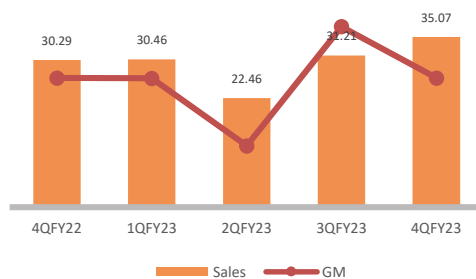
Thursday, September 7, 2023

Rupees' millions	4QFY23	4QFY22	YoY	FY23	FY22	YoY
Net Sales	35,073	30,288	15.8% ▲	119,200	90,894	31.1% ▲
Cost of Sales	-23,393	-20,218	15.7% ▲	-79,328	-64,828	22.4% ▲
<b>Gross Profit</b>	<b>11,680</b>	<b>10,070</b>	<b>16.0% ▲</b>	<b>39,872</b>	<b>26,066</b>	<b>53.0% ▲</b>
SG&A Expenses	-1,647	-2,440	32.5% ▼	-10,198	-8,064	26.5% ▲
Other Expenses	-951	-859	10.6% ▲	-2,721	-2,143	27.0% ▲
Other Income	50	11	339.5% ▲	158	57	177.0% ▲
<b>Operating Profit</b>	<b>8,008</b>	<b>6,782</b>	<b>18.1% ▲</b>	<b>27,111</b>	<b>15,916</b>	<b>70.3% ▲</b>
Finance Cost	-1,557	-902	72.5% ▲	-5,528	-2,493	121.7% ▲
Profit Before Taxation	6,451	5,879	9.7% ▲	21,584	13,423	60.8% ▲
Taxation	-448	-517	13.3% ▼	-1,412	-1,064	32.7% ▲
<b>Profit After Taxation</b>	<b>6,003</b>	<b>5,363</b>	<b>11.9% ▲</b>	<b>20,172</b>	<b>12,359</b>	<b>63.2% ▲</b>
Earnings Per Share	4.28	5.74	25.4% ▼	19.45	13.23	47.0% ▲
Dividend	2.00	2.00		5.00	4.00	
Bonus	0%	4%		0%	0.04	

Closing Period: Oct 6, 2023 - Oct 13, 2023

Gross Margin	33.3%	33.2%	0.1% ▲	33.4%	28.7%	4.8% ▲
SG&A Expenses to Sales	-4.7%	-8.1%	41.7% ▲	-8.6%	-8.9%	0.3% ▼
Other Expenses to Sales	-2.7%	-2.8%	0.1% ▼	-2.3%	-2.4%	0.1% ▼
Other Income to Sales	0.1%	0.0%	0.1% ▲	0.1%	0.1%	0.1% ▲
Effective Taxation	-6.9%	-8.8%	1.8% ▼	-6.5%	-7.9%	1.4% ▼
Net Margin	17.1%	17.7%	0.6% ▼	16.9%	13.6%	3.3% ▲

Sales (Rs'bn) vs Gross Margin



PAT (Rs'bn) vs Net Margin

