

# FINANCIAL ANALYSIS



# DUPONT ANALYSIS

In the year 2020-21, return on equity increased to 23.90% as compared to 5.40% in the last year.

Net profit margin improved significantly from 0.50% in the last year to 2.61% in current year due to increase in EBIT margin by 391%. Financial Leverage increased due to increase in assets, whereas asset turnover decreased due to decrease in sales revenue and increase in assets.



# KEY OPERATING AND FINANCIAL DATA

FOR SIX YEARS FROM 2015-16 TO 2020-21

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Profit and Loss Summary</b>							
Sales volumes	Metric Tons	1,912,823	1,907,342	2,147,038	2,488,810	2,360,529	2,034,818
Net sales	Rs thousand	188,645,375	201,078,720	223,054,352	177,216,737	138,660,665	109,234,361
Gross profit	Rs thousand	9,981,941	3,637,890	8,221,167	9,743,294	7,335,321	5,749,061
Operating profit	Rs thousand	7,499,729	1,083,793	5,708,378	8,085,325	6,367,177	4,984,849
Profit before tax	Rs thousand	6,939,058	1,503,086	5,722,857	8,289,312	7,699,168	5,633,450
Profit after tax	Rs thousand	4,919,632	1,008,294	3,960,606	5,656,349	5,299,168	3,828,585
Profit before interest, tax, depreciation, and amortization (EBITDA)	Rs thousand	8,567,400	2,677,291	6,314,452	8,711,258	8,046,868	5,951,622
<b>Balance Sheet Summary</b>							
Share capital	Rs thousand	995,328	995,328	995,328	829,440	829,440	829,440
Reserves	Rs thousand	21,725,606	17,450,693	17,931,407	17,588,222	15,465,051	13,487,726
Shareholders' equity	Rs thousand	22,720,934	18,446,021	18,926,735	18,417,662	16,294,491	14,317,166
<b>Non-current liabilities</b>							
Long term lease liabilities	Rs thousand	6,274,485	3,978,932	-	-	-	-
Others	Rs thousand	1,107,011	904,651	792,993	911,540	733,581	626,159
	Rs thousand	7,381,496	4,883,583	792,993	911,540	733,581	626,159
<b>Current assets</b>							
Stock in trade	Rs thousand	16,121,539	9,464,503	12,865,862	12,460,539	7,234,415	4,836,653
Trade debts	Rs thousand	11,025,245	13,970,178	16,838,255	16,475,576	10,801,077	6,046,556
Cash, bank balances & Short term investments	Rs thousand	11,391,415	8,279,393	3,810,956	5,839,645	11,843,739	11,030,176
Others	Rs thousand	5,672,781	3,812,064	3,587,872	3,372,804	2,620,715	4,088,455
	Rs thousand	44,210,980	35,526,138	37,102,945	38,148,564	32,499,946	26,001,840
<b>Current liabilities</b>							
Trade and other payables	Rs thousand	31,179,480	27,561,324	26,633,386	26,138,159	21,061,447	15,434,650
Others	Rs thousand	615,975	347,404	49,598	663,965	277,433	147,330
	Rs thousand	31,795,455	27,908,728	26,682,984	26,802,124	21,338,880	15,581,980
Net current assets	Rs thousand	12,415,525	7,617,410	10,419,961	11,346,440	11,161,066	10,419,860
Property, plant and equipment	Rs thousand	16,616,819	13,839,661	8,348,942	6,417,787	4,339,301	3,011,665
Other non-current assets	Rs thousand	1,070,086	1,872,533	950,825	1,564,975	1,527,705	1,511,800
Capital expenditure during the year	Rs thousand	1,597,707	2,135,057	2,523,060	2,503,439	1,676,134	886,972
Total assets	Rs thousand	61,897,885	51,238,332	46,402,712	46,131,326	38,366,952	30,525,305
Total liabilities	Rs thousand	39,176,951	32,792,311	27,475,977	27,713,664	22,072,461	16,208,139

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Cash Flow Summary</b>							
Cash flows of operating activities	Rs thousand	5,631,875	7,414,512	2,998,293	(1,030,368)	4,848,276	3,700,253
Cash flows of investing activities	Rs thousand	(1,177,105)	(1,681,346)	(1,246,624)	(2,491,841)	1,046,533	3,660,211
Cash flows of financing activities	Rs thousand	(1,498,680)	(1,851,147)	(3,492,842)	(3,088,661)	(3,312,880)	(3,064,694)
Effect of exchange rate changes	Rs thousand	1,726	(1,684)	6,500	3,822	142	698
Net change in cash and cash equivalents	Rs thousand	2,957,816	3,880,335	(1,734,673)	(6,607,048)	2,582,071	4,296,468
Cash & cash equivalents at end of the year	Rs thousand	10,240,783	7,282,967	3,402,632	5,137,305	11,744,353	9,162,282
Free cash flows	Rs thousand	3,076,028	4,740,157	475,233	(3,533,807)	3,172,142	2,813,281

#### PERFORMANCE INDICATORS (RATIO)

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Profitability and Operating Ratios</b>							
Gross profit	%	5.29	1.81	3.69	5.50	5.29	5.26
Net profit to sales	%	2.61	0.50	1.78	3.19	3.82	3.50
EBITDA margin to sales	%	4.54	1.33	2.83	4.92	5.80	5.45
Operating leverage	%	(5,848.86)	748.42	(119.70)	27.57	136.12	(66.34)
Return on equity	%	23.90	5.40	21.21	32.59	34.62	27.47
Return on capital employed	%	23.80	5.38	21.21	32.59	34.62	27.47
Shareholders' Funds	%	36.71	36.00	40.79	39.92	42.47	46.90
Return on Shareholders' Funds	%	23.90	5.40	21.21	32.59	34.62	27.47

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Liquidity Ratios</b>							
Current	Times	1.39	1.27	1.39	1.42	1.52	1.67
Quick / Acid test ratio	Times	0.88	0.93	0.90	0.96	1.18	1.36
Cash to current liabilities	Times	0.32	0.26	0.13	0.19	0.55	0.59
Cash flows from operations to sales	Times	0.03	0.04	0.01	(0.01)	0.03	0.03

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Activity / Turn Over Ratios</b>							
Inventory turnover	Times	13.97	17.68	16.97	17.01	21.76	19.88
No. of days in inventory		26	21	22	21	17	18
Debtors turnover	Times	15.09	13.05	13.39	12.99	16.46	15.32
No. of days in receivables		24	28	27	28	22	24
Creditors turnover	Times	6.08	7.29	8.14	7.10	7.20	6.64
No. of days in payables		60	50	45	51	51	55
Total assets turnover	Times	3.33	4.12	4.82	4.19	4.03	3.61
Fixed assets turnover	Times	12.39	18.12	30.21	32.95	37.73	40.04
Operating cycle	Days	(10)	(1)	4	(2)	(12)	(13)
Number of retail outlets		738	702	662	629	604	563

		2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
<b>Investment / Market Ratios</b>							
Basic and diluted EPS	Rs	49.43	10.13	39.79	68.19	63.89	46.16
Basic and diluted EPS (restated)	Rs	49.43	10.13	39.79	56.83	53.24	38.47
Price earning	Times	6.50	30.13	7.25	8.65	9.81	9.48
Price to book	Times	1.41	1.65	1.52	2.66	3.19	2.53
Dividend yield	%	8.05	2.96	4.38	6.68	6.94	8.32
Dividend payout	%	54.63	88.84	50.26	58.66	66.52	86.66
Dividend cover	Times	1.83	1.13	1.99	1.70	1.50	1.15
Cash dividends	Rs thousand	2,687,386	895,795	1,990,656	3,317,760	3,525,120	3,317,760
Cash dividend per share	Rs	27.00	9.00	20.00	40.00	42.50	40.00
Bonus shares issued	Rs thousand	-	-	-	165,888	-	-
Bonus per share	%	-	-	-	20	-	-
Break-up value per share without surplus on revaluation of Property plant and equipment	Rs	228.28	185.33	190.16	222.05	196.45	172.61
Break-up value per share with surplus on revaluation of Property plant and equipment including the effect of all investments	Rs	228.28	185.33	190.16	222.05	196.45	172.61
Break-up value per share including investment in related party at fair/ market value and with surplus on revaluation of Property plant and equipment	Rs	236.74	193.44	199.24	235.77	210.90	184.75
<b>Market value per share</b>							
Year end	Rs	321	305	289	590	626	438
Highest (during the year)	Rs	390	398	633	706	765	596
Lowest (during the year)	Rs	297	207	255	486	430	398
<b>Capital Structure Ratios</b>							
Debt to equity	%	0.27 : 99.73	0.65 : 99.35	0 : 100	0:100	0:100	0:100
Financial leverage	Times	0.00	0.01	-	-	-	-
Weighted average cost of debt	%	0.64	0.93	-	-	-	-
Interest cover	Times	5,183	1,989	-	-	-	-
<b>Employee Productivity Ratios</b>							
Revenue per Employee	Rs thousand	404,818	430,575	494,577	438,655	385,169	344,588
Staff Turnover Ratio	%	6.22	7.28	6.43	8.91	9.72	9.46
<b>Others</b>							
Spares Inventory as %age of Assets Cost	%	0.21	0.32	0.20	0.16	0.13	0.15
Maintenance Cost as % of operating expenses	%	6.22	5.57	4.91	6.60	6.08	3.43
Market Share (Source: OCAC)	%	9.40	10.90	10.80	9.70	9.00	8.50

# VERTICAL ANALYSIS

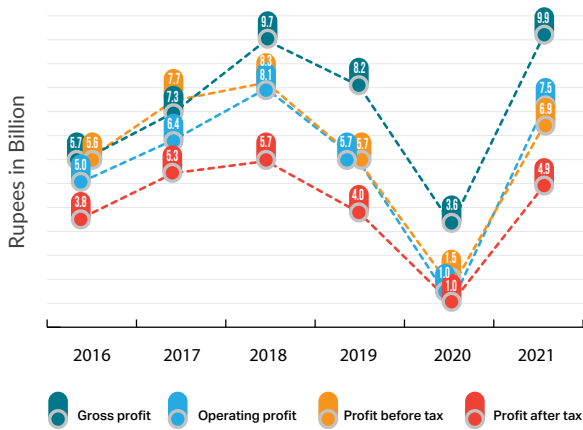
	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
	Rs ('000)	%	Rs ('000)	%	Rs ('000)	%
<b>Balance Sheet Items</b>						
Property, Plant and Equipment	16,616,819	26.8	13,839,661	27.0	8,348,942	18.0
					6,417,787	13.9
					4,339,301	11.3
					3,011,665	9.9
Other Non-Current Assets	1,070,086	1.7	1,872,533	3.7	950,825	2.0
					1,564,975	3.4
					1,527,705	4.0
					1,511,800	5.0
Current Assets	44,210,980	71.4	35,526,138	69.3	37,102,945	80.0
					38,148,564	82.7
					32,499,946	84.7
					26,001,840	85.1
<b>Total Assets</b>	<b>61,897,885</b>	<b>100.0</b>	<b>51,238,332</b>	<b>100.0</b>	<b>46,131,326</b>	<b>100.0</b>
					38,366,952	100.0
					30,525,305	100.0
Shareholders' Equity	22,720,934	36.7	18,446,021	36.0	18,926,735	40.8
					18,417,662	39.9
					16,294,491	42.5
					14,317,166	46.9
Non- Current Liabilities	7,381,496	11.9	4,883,583	9.5	792,993	1.7
					911,540	2.0
					733,581	1.9
					626,159	2.1
Current Liabilities	31,795,455	51.4	27,908,728	54.5	26,682,984	57.5
					26,802,124	58.1
					21,338,880	55.6
					15,581,980	51.0
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>61,897,885</b>	<b>100.0</b>	<b>51,238,332</b>	<b>100.0</b>	<b>46,131,326</b>	<b>100.0</b>
					38,366,952	100.0
					30,525,305	100.0
<b>Profit &amp; Loss Items</b>						
Net Sales	188,645,375	100.0	201,078,720	100.0	223,054,352	100.0
					177,216,737	100.0
					138,660,665	100.0
					109,234,361	100.0
Cost of Products Sold	178,663,434	94.7	197,440,830	98.2	214,833,185	96.3
					167,473,443	94.5
					131,325,344	94.7
					103,485,300	94.7
Gross Profit	9,981,941	5.3	3,637,890	1.8	8,221,167	3.7
					9,743,294	5.5
					7,335,321	5.3
					5,749,061	5.3
Operating Profit	7,499,729	4.0	1,083,793	0.5	5,708,378	2.6
					8,085,325	4.6
					6,367,177	4.6
					4,984,849	4.6
Profit before Taxation	6,939,058	3.7	1,503,086	0.7	5,722,857	2.6
					8,289,312	4.7
					7,699,168	5.6
					5,633,450	5.2
Profit for the Year	4,919,632	2.6	1,008,294	0.5	3,960,606	1.8
					5,656,349	3.2
					5,299,168	3.8
					3,828,585	3.5

# HORIZONTAL ANALYSIS

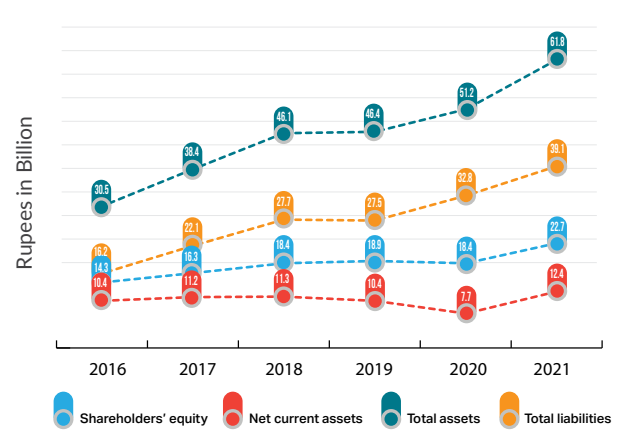
	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
	Increase / (decrease) from last year (%)	Increase / (decrease) from last year (%)	Increase / (decrease) from last year (%)	Increase / (decrease) from last year (%)	Increase / (decrease) from last year (%)	Increase / (decrease) from last year (%)
	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)
<b>Balance Sheet Items</b>						
Property, Plant and Equipment	16,616,819	13,839,661	8,348,942	6,417,787	4,339,301	3,011,665
	20.1	65.8	30.1	47.9	44.1	23.2
Other Non-Current Assets	1,070,086	1,872,533	950,825	1,564,975	1,527,705	1,511,800
	(42.9)	96.9	(39.2)	2.4	1.1	12.5
Current Assets	44,210,980	35,526,138	37,102,945	38,148,564	32,499,946	26,001,840
	24.4	(4.2)	(2.7)	17.4	25.0	(0.5)
Total Assets	61,897,885	51,238,332	46,402,712	46,131,326	38,366,952	30,525,305
	20.8	10.4	0.6	20.2	25.7	2.1
Shareholders' Equity	22,720,934	18,446,021	18,926,735	18,417,662	16,294,491	14,317,166
	23.2	(2.5)	2.8	13.0	13.8	5.6
Non- Current Liabilities	7,381,496	4,883,583	792,993	911,540	733,581	626,159
	51.1	515.8	(13.0)	24.3	17.2	3.5
Current Liabilities	31,795,455	27,908,728	26,682,984	26,802,124	21,338,880	15,581,980
	13.9	4.6	(0.4)	25.6	36.9	(1.0)
Total Shareholders' Equity & Liabilities	61,897,885	51,238,332	46,402,712	46,131,326	38,366,952	30,525,305
	20.8	10.4	0.6	20.2	25.7	2.1
<b>Profit &amp; Loss Items</b>						
Net Sales	188,645,375	201,078,720	223,054,352	177,216,737	138,660,665	109,234,361
	(6.2)	(9.9)	25.9	27.8	26.9	(36.4)
Cost of Products Sold	178,663,434	197,440,830	214,833,185	167,473,443	131,325,344	103,485,300
	(9.5)	(8.1)	28.3	27.5	26.9	(38.0)
Gross Profit	9,981,941	3,637,890	8,221,167	9,743,294	7,335,321	5,749,061
	174.4	(55.7)	(15.6)	32.8	27.6	16.7
Operating Profit	7,499,729	1,083,793	5,708,378	8,085,325	6,367,177	4,984,849
	592.0	(81.0)	(29.4)	27.0	27.7	28.3
Profit Before Taxation	6,939,058	1,503,086	5,722,857	8,289,312	7,699,168	5,633,450
	361.7	(73.7)	(31.0)	7.7	36.7	24.1
Profit for the Year	4,919,632	1,008,294	3,960,606	5,656,349	5,299,168	3,828,585
	387.9	(74.5)	(30.0)	6.7	38.4	16.5

# GRAPHICAL PRESENTATION

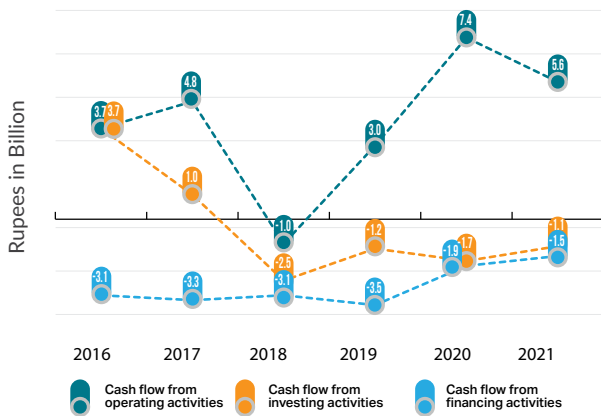
## Profit and Loss



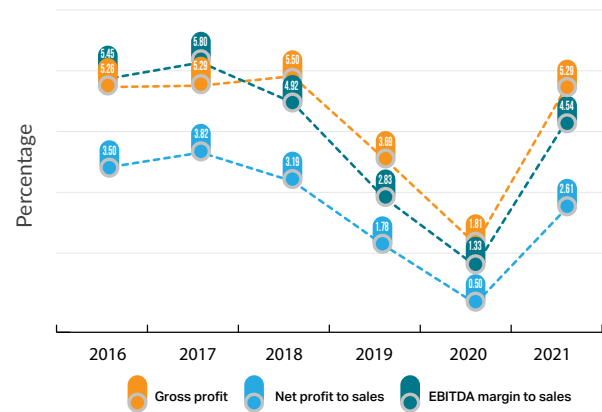
## Balance Sheet



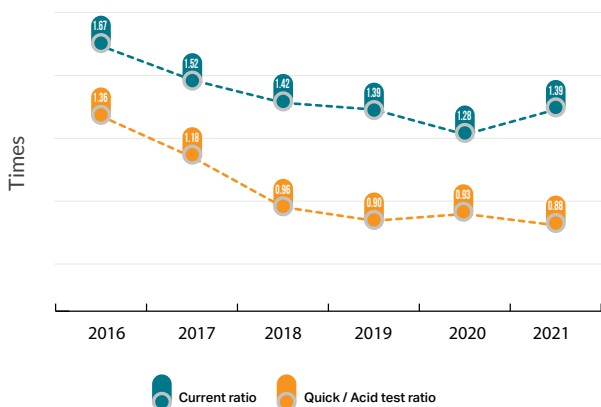
## Cash Flows



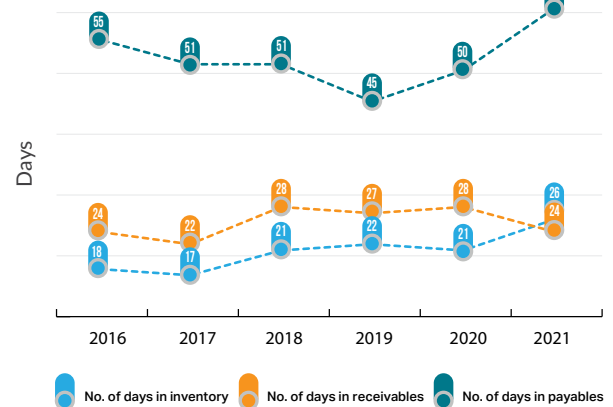
## Profitability Ratios



## Liquidity Ratios

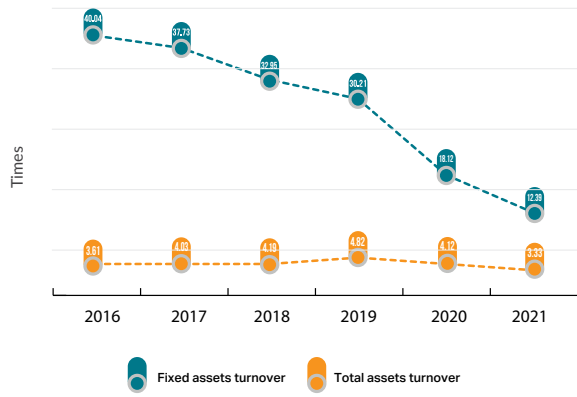


## Activity Ratios

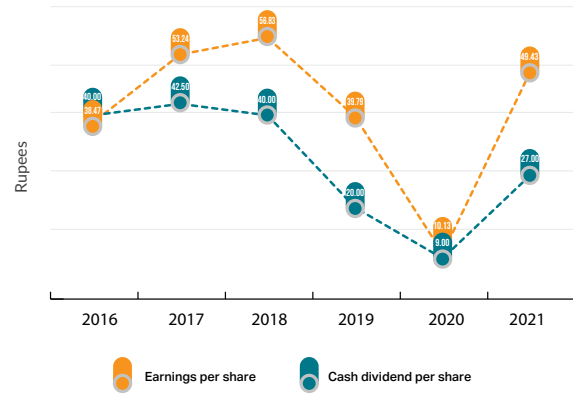




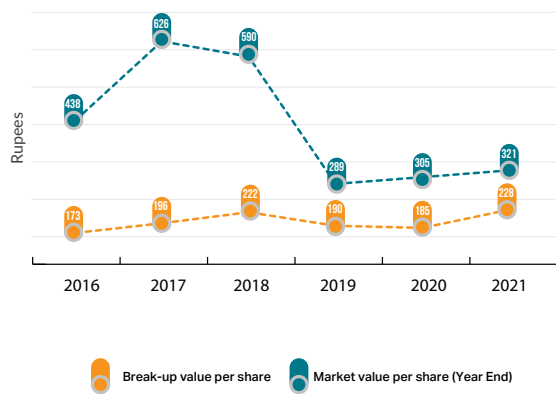
### Turnover Ratios



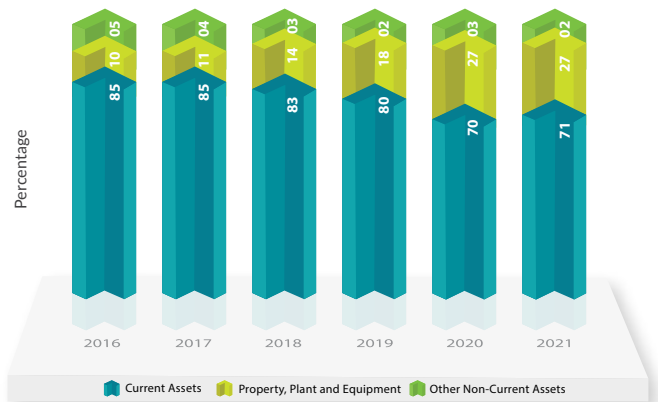
### Investment Ratios



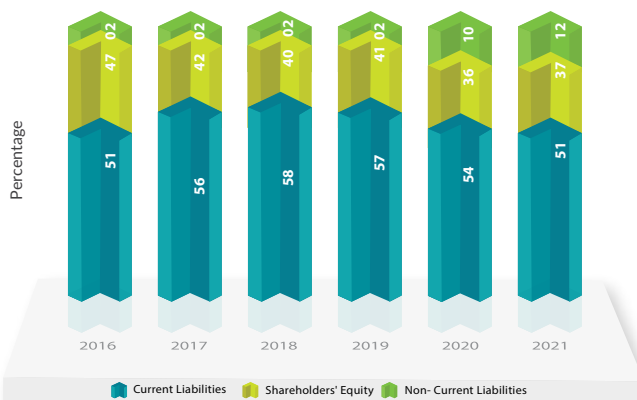
### Market Ratios



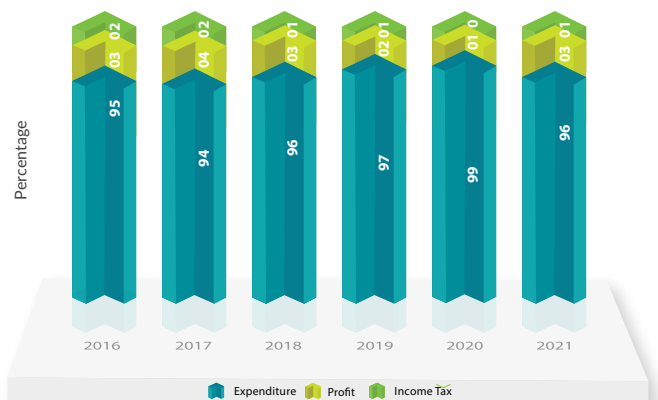
### Composition of Assets



### Composition of Total Liabilities & Shareholders' Equity



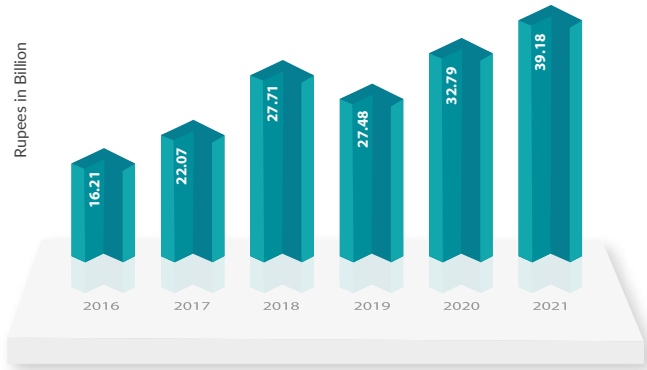
### Composition of Profit and loss



### Total Assets



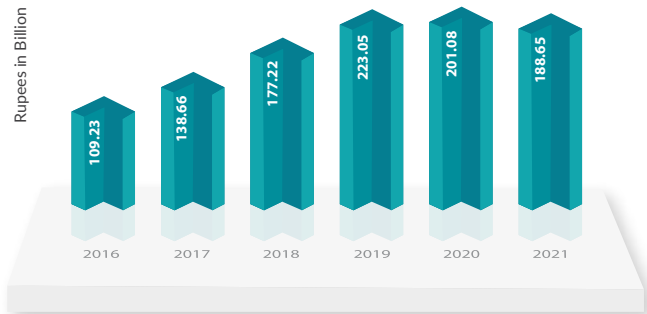
### Total Liabilities



### Total Shareholders' Equity



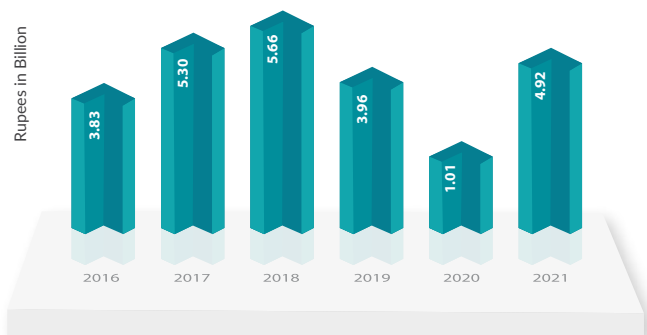
### Net Sales



### Gross Profit



### Net Profit



# COMMENTS ON FINANCIAL ANALYSIS

## Cash flow

**Cash flow from operating activities:** In the year 2020-21, cash flows decreased by 24% as compared to last year due to increase in stock in trade as per operational requirement. Over the last six years, cash flows remained positive, except for the year 2017-18, due to increase in stock level.

**Cash flow from investing activities:** In year 2020-21, Company invested substantial amount in property, plant and equipment that resulted in negative cash flow from investing activities. In year 2015-16 and 2016-17, Cash flow from investing activities was positive due to encashment of short term investments.

**Cash flow from financing activities:** Financing activities, which mainly comprises of payment of dividend and lease liabilities, was at lowest level in year 2020-21 as compared to previous five years due to decrease in payment of dividend. Further, the Company has obtained term finance facility under SBP Salary Refinance Scheme to pay salaries and wages to employees.

## Ratios Analysis

**Profitability and operating ratios:** Profitability ratios improved significantly in year 2020-21. Gross profit increased by 192% due to better margins, efficient purchase of imported product and intelligent decision-making. This resulted in increase in Net profit to sales and EBITDA margin to sales ratio. Further, these ratios fluctuate over the years due to varying margins and product sale prices. Company sold highest volume, and resultantly earned highest profit in year 2017-18.

**Liquidity ratios:** There is slight variation in the liquidity ratios as compared to year 2019-20. Stock in trade increased as per operation requirements whereas trade debts decreased.

Trade payables increased on account of import under letter of credit facility.

**Activity / Turn over ratios:** Stock levels, debtors and creditors and varying prices results in fluctuation of these ratios over the years. As compared to last year; Inventory turnover and No. of days in inventory changed due to variation in stock level and cost of product sold. Debtors turnover ratio and No. of days in receivable changed due to fluctuation in trade debts and net sales. Creditors' turnover decreased by 17% due to increase in trade payables by 13%. Total assets and fixed assets turnover has decreased by 19% and 32% respectively as compared to last year due to decrease in net sales, significant investment in construction of new storage terminals and recognition of right-of-use assets as required by newly implemented International Financial Reporting Standard (IFRS) -16 "Leases".

**Investment / Market ratios:** Earnings per share improved significantly due to higher profits as compared to last year, whereas Price earnings ratio decreased from 30.11 times in 2019-20 to 6.50 times in 2020-21. Market value per share stood at Rs 321, up by around 5% compared to last year. In the year 2020-21, total cash dividend is Rs 27.00 per share translating into dividend payout ratio at 55%.

**Capital Structure ratios:** All capital requirements are financed through equity contribution. Further, the Company has obtained term finance facility under SBP Salary Refinance Scheme to pay salaries and wages to employees.

## Vertical analysis

**Balance sheet:** Substantial investment in storage terminals and recognition of right-of-use assets as required by newly implemented International Financial Reporting Standard (IFRS) -16 "Leases" in the year 2020-21 and 2019-20, resulted in

increase in Weightage of Property, plant and equipment over last 05 years. Increase in prices of petroleum products and increase in stock as per operational requirements, resulted in an increase in the Current Assets Weightage. In year 2020-21, Weightage of Shareholder's Equity and non-current liabilities also increased due to increase in net profit and long term liabilities in connection with recognition of right of use assets.

**Profit & loss:** Fluctuation in prices of petroleum products leading to inventory gains, coupled with efficient inventory management and better product margins are the major factors, which improved weightage of profit and loss components in the year 2020-21 as well as in the years 2016-to-2019 as compared to 2019-20.

### Horizontal Analysis

**Balance sheet:** Property, plant and equipment increased by Rs 13,605 Million over the last 05 years due to investment in storage terminal and facilities, procurement of other Capital nature items and recognition of right-of-use assets.

Current assets comprise of stores and spares, stock in trade, trade debts, other receivables, short term investments and cash & bank balances. Variation in current assets' balances during the five years since 2015-16 was mainly due to fluctuation in trade debts on account of circular debts issue, stock balances as per operational requirements and cash & bank balances.

Non current liabilities increased in the year 2020-21 and year 2019-20 due to increase in long term liabilities in connection with recognition of right of use assets.

**Profit & loss:** Over the years, fluctuation in sale volumes and prices of products which depends on international prices, resulted in varying sales and profits during the years. Increase in inventory gains resulted in favorable performance in the year 2020-21.

### METHODS/ASSUMPTIONS USED TO COMPILE THE INDICATORS:

The Company's performance is effectively reflected through Key Operating and Financial Data, which is regularly reviewed by the management to better gauge the Company's performance.

Profitability ratios are the financial benchmarks, which are used by stakeholders to measure and evaluate the ability of a Company to generate profit relative to its revenue.

Liquidity ratios are used to determine Company's ability to pay its obligations and reflects how working capital is being managed over the years.

Activity ratios indicates how efficiently the Company is leveraging its assets to generate revenues and cash.

Earnings per share measures the earnings of the Company against the total outstanding shares and dividend per share reflects dividend declared by Company for every outstanding ordinary share.

Market price per share is the measure of perception of the Company in the market. The difference between book value and Market value shows investors confidence on scrip.

### RATIONAL FOR MAJOR CAPITAL EXPENDITURES

Major capital expenditure has been incurred for establishing bulk oil storage terminals and construction of retail outlets, rational for the same has been discussed in detail in Directors' report for the year ended June 30, 2021.

# STATEMENT OF ECONOMIC VALUE ADDED

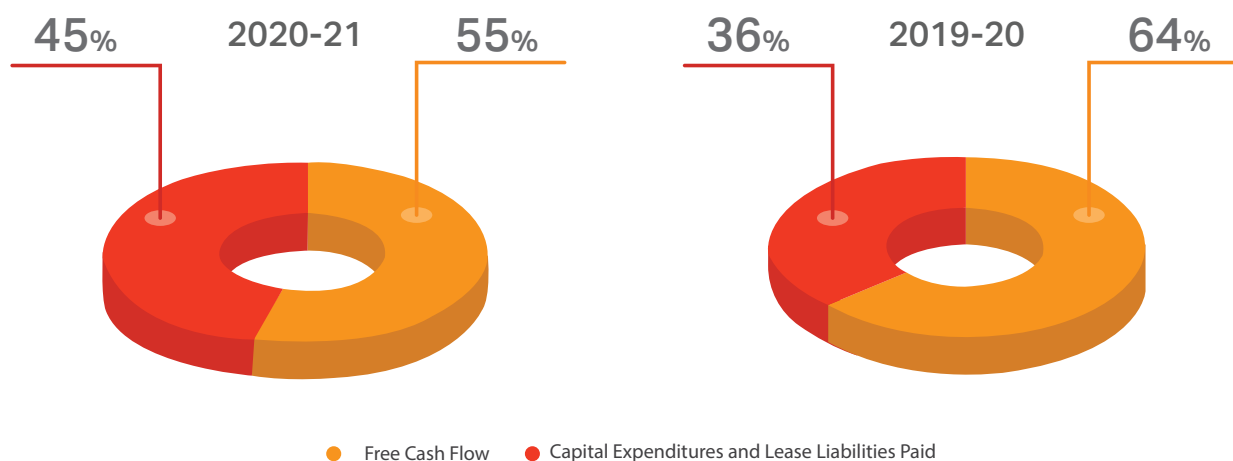
Description	2020-21	2019-20
	Rs ('000)	Rs ('000)
Net Profit After Tax	4,919,632	1,008,294
Cost of Equity Finance	(3,039,904)	(2,920,395)
Economic Value Added	1,879,728	(1,912,101)
Economic Value Added Per share (Rupees)	18.89	(19.21)

In year 2020-21, Economic Value Added (EVA) of Rs 1,880 million (Rs 18.89 per share) represents the returns above the cost of capital, resulting from increase in Net profit by 388% as compared to 2019-20.

## STATEMENT OF FREE CASH FLOW

Description	2020-21	2019-20
	Rs ('000)	Rs ('000)
Cash Flow From Operating Activities	5,631,875	7,414,512
Less : Capital Expenditures and Lease Liabilities Paid	(2,555,847)	(2,674,355)
Free Cash Flow	3,076,028	4,740,157

### Composition of Cash Flow From Operations



In the year 2020-21, Free cash flow decreased by 35% as compared to 2019-20 mainly due to increase in Stock in trade as per operational requirements.

# ANALYSIS OF PERFORMANCE AGAINST TARGETS

- Targets for year 2020-21 were set down keeping in view the challenges to global economy in general and oil industry in particular effecting demand caused by COVID-19 pandemic.
- Gross profit increased by 67% as compared to target mainly due to significant inventory gains on account of increase in oil price. Furthermore, efficient purchase of imported product, better margins and intelligent decision-making led to increase in gross profit.
- Operating profit increased by 149% due to increase in gross profit, other income and impairment reversal on financial assets.
- Net profit increased by 165% due to the reasons mentioned above.

# STATEMENT OF CHARITY ACCOUNT

Particulars	2020-21
	Rs ('000)
Education and Scholarship	5,262
Health care and Environment	721
Community Welfare	3,983
<b>Total *</b>	<b>9,965</b>
* Includes through Company's trust	

# ANALYSIS OF VARIATION

in results of interim reports with the final accounts

	Total	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)	Rs ('000)
<b>Profit &amp; Loss Items</b>					
Net Sales	188,645,375	52,946,656	45,728,424	44,855,247	45,115,048
Gross Profit	9,981,941	2,314,755	2,907,058	1,700,198	3,059,930
Profit Before Taxation	6,939,058	1,787,789	2,156,543	862,046	2,132,680
Provision for Taxation	(2,019,426)	(532,197)	(638,798)	(201,207)	(647,224)
Net Profit	4,919,632	1,255,592	1,517,745	660,839	1,485,456
Earnings Per share (Rupees)	49.43	12.61	15.25	6.64	14.92

## 2020-21



Net sales increased in fourth quarter resulting from peak in seasonal demand of High Speed Diesel (HSD) and higher prices of petroleum products whereas net sales was lowest in second quarter due to lower prices and demand of petroleum products.

Gross profit and net profit remained on higher side in first and third quarter resulting from decrease in cost of sales due to favorable fluctuation in Oil prices whereas gross profit and net profit remained lowest during second quarter due to increase in cost of products sold.

# STATEMENT OF VALUE ADDED

	2020-21		2019-20	
	Rs in thousand	%	Rs in thousand	%
Gross revenue and other income	224,811,561		239,835,040	
Cost of sales and operating expenses	(144,336,461)		(167,203,065)	
<b>Total value added</b>	<b>80,475,100</b>		<b>72,631,975</b>	
<b>DISTRIBUTION</b>				
Employee remuneration:	1,643,692	2.04	1,174,996	1.62
Government as:				
Company taxation	2,019,426	2.51	494,792	0.68
Sales tax, duties and levies	69,755,183	86.68	68,661,766	94.53
WPPF and WWF	508,825	0.63	117,922	0.16
Shareholders as:				
Dividends	2,687,386	3.34	895,795	1.23
Bonus share	-	-	-	-
Society as:				
Donation	-	-	-	-
Providers of finance as:				
Financial Charges	1,339	0.00	756	0.00
Retained in business:				
Depreciation	1,627,003	2.02	1,173,449	1.62
Net earnings	2,232,246	2.78	112,499	0.15
	<b>80,475,100</b>	<b>100.00</b>	<b>72,631,975</b>	<b>100.00</b>

