

Key Operational & Financial Data

Operational Summary

	2023	2022	2021	2020	2019	2018
	Tons					
Production	112,635	306,527	365,274	277,800	202,164	217,370
Sales	122,334	306,213	379,622	258,453	205,456	217,043

Summary of Statement of Profit or Loss

	Rs. In Millions					
Revenue	31,102	64,830	55,116	29,777	20,231	18,904
Cost of sales	(29,089)	(59,317)	(43,931)	(27,411)	(18,553)	(15,590)
Gross profit	2,013	5,514	11,185	2,366	1,678	3,314
Profit / (loss) from operations	1,459	4,697	10,590	2,005	1,453	2,995
(Loss) / profit before taxation	(4,841)	1,275	8,588	(1,343)	(412)	1,916
(loss) / Profit for the year	(3,216)	1,146	6,368	(617)	254	1,284

Summary of Financial Position

Assets

Non-Current Assets	22,265	20,036	19,951	21,226	21,567	14,366
Current Assets	15,781	26,769	16,572	13,304	11,164	6,060
Total Assets	38,046	46,805	36,524	34,531	32,731	20,426

Equity and Liabilities

Shareholders' Equity	15,692	14,036	14,467	8,097	8,747	8,491
Non-Current Liabilities	3,739	5,100	6,274	9,461	7,273	4,934
Current Liabilities	18,615	27,669	15,783	16,972	16,711	7,001
Total Equities and Liabilities	38,046	46,805	36,524	34,531	32,731	20,426

Economic Value Added

Profit from operations after tax
Cost of Capital

EVA (Rs. In millions)

Total Assets
Less: Current Liabilities

Net Capital Invested

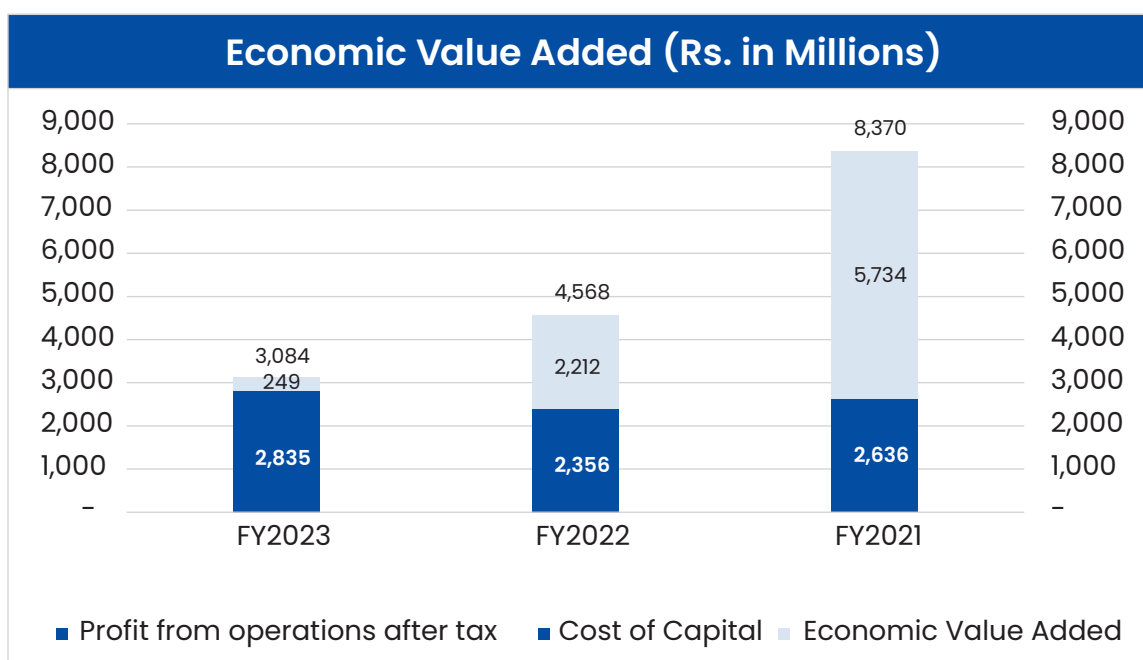
WAC

Cost of Capital

Comments

	2023	2022	2021
	Rs. In Millions		
Profit from operations after tax	3,084	4,568	8,370
Cost of Capital	(2,835)	(2,356)	(2,636)
EVA (Rs. In millions)	249	2,212	5,734
Total Assets	38,046	46,805	36,524
Less: Current Liabilities	(18,615)	(27,669)	(15,783)
Net Capital Invested	19,431	19,136	20,741
WAC	14.59%	12.31%	12.71%
Cost of Capital	2,835	2,356	2,636

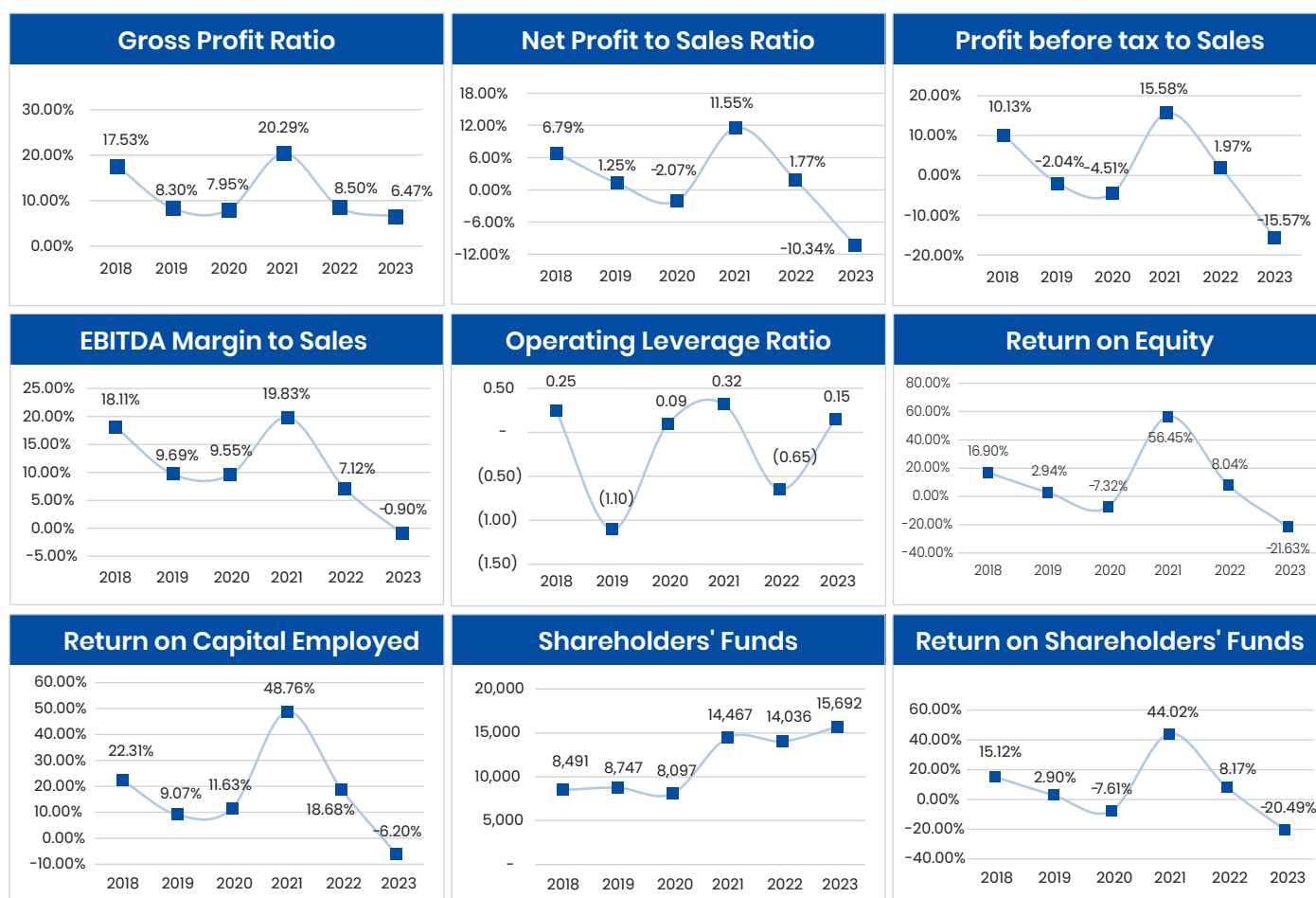
Economic value added has shown a decrease as compared from last year mainly due to the decline in operating profit for the year. Further, weighted average cost of capital (WACC) of the Company increased due to the increase in cost of debt.



Ratios Analysis

Profitability Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Gross Profit Ratio (%)	Gross Profit or (Loss) / Net Sales	6.47%	8.50%	20.29%	7.95%	8.30%	17.53%
Net Profit to Sales (%)	Net Profit or (Loss) / Net Sales	(10.34%)	1.77%	11.55%	(2.07%)	1.25%	6.79%
Profit Before Tax to Sales (%)	Profit or (Loss) Before Tax / Net Sales	(15.57%)	1.97%	15.58%	(4.51%)	(2.04%)	10.13%
EBITDA Margin to Sales (%)	EBITDA / Net Sales	(0.90%)	7.12%	19.83%	9.55%	9.69%	18.11%
Operating leverage ratio (Times)	Change in EBITDA / Change in Net Sales	0.15	(0.65)	0.32	0.09	(1.10)	0.25
Return on Equity (%)	Profit or (Loss) After Tax / Average Shareholder's equity	(21.63%)	8.04%	56.45%	(7.32%)	2.94%	16.90%
Return on Capital employed (%)	EBIT / Capital employed	(6.20%)	18.68%	48.76%	11.63%	9.07%	22.31%
Shareholders' Funds (Rs in '000)	Total Assets minus Total Liabilities	15,692	14,036	14,467	8,097	8,747	8,491
Return on Shareholders' Funds (%)	Profit or (Loss) After Tax / Shareholder's equity	(20.49%)	8.17%	44.02%	(7.61%)	2.90%	15.12%

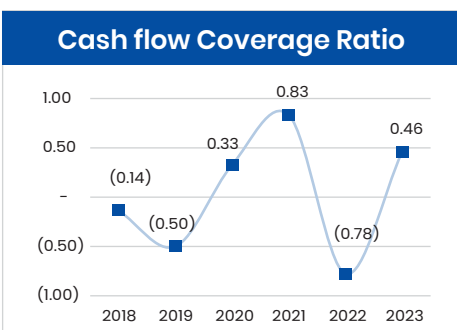
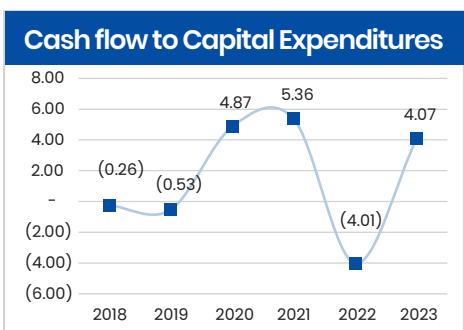
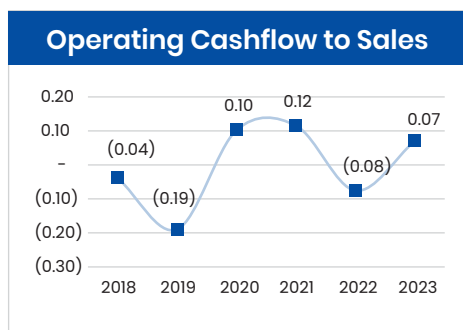
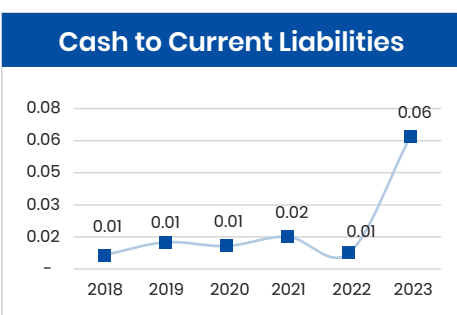
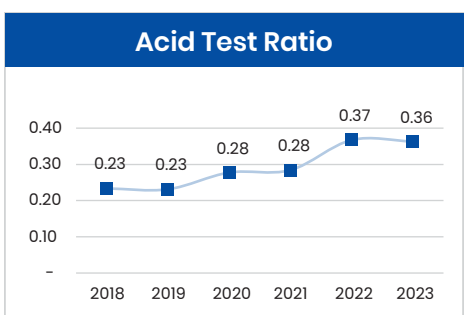
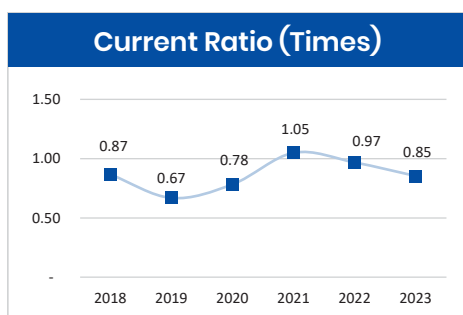


The exceptional profit margins achieved in 2021 faced downturn in 2022 and 2023. The decline in profitability ratios is primarily on account of lower sales volumes and shrunk gross margins. Political uncertainty, significant PKR devaluation and hike in borrowing cost hampered the profit margins in FY23.

Declining international flat steel market stressed the local margins and further hampered the profitability in FY23. Moreover, difficulties in opening of letter of credit by the State Bank of Pakistan also contributed major role in lower profitability during the year.

Liquidity Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Current ratio (Times)	Current Assets / Current Liabilities	0.85	0.97	1.05	0.78	0.67	0.87
Quick / Acid test ratio (Times)	Liquid Assets / Current Liabilities	0.36	0.37	0.28	0.28	0.23	0.23
Cash to Current Liabilities (Times)	Cash and Bank / Current Liabilities	0.06	0.01	0.02	0.01	0.01	0.01
Cash Flow from Operations to Sales (Times)	Cashflow from Operations / Net Sales	0.07	(0.08)	0.12	0.10	(0.19)	(0.04)
Cash flow to capital expenditures (Times)	Cashflow from Operations / Capital expenditures	4.07	(4.01)	5.36	4.87	(0.53)	(0.26)
Cash flow coverage ratio (Times)	Cashflow from Operations / Total debt	0.46	(0.78)	0.83	0.33	(0.50)	(0.14)

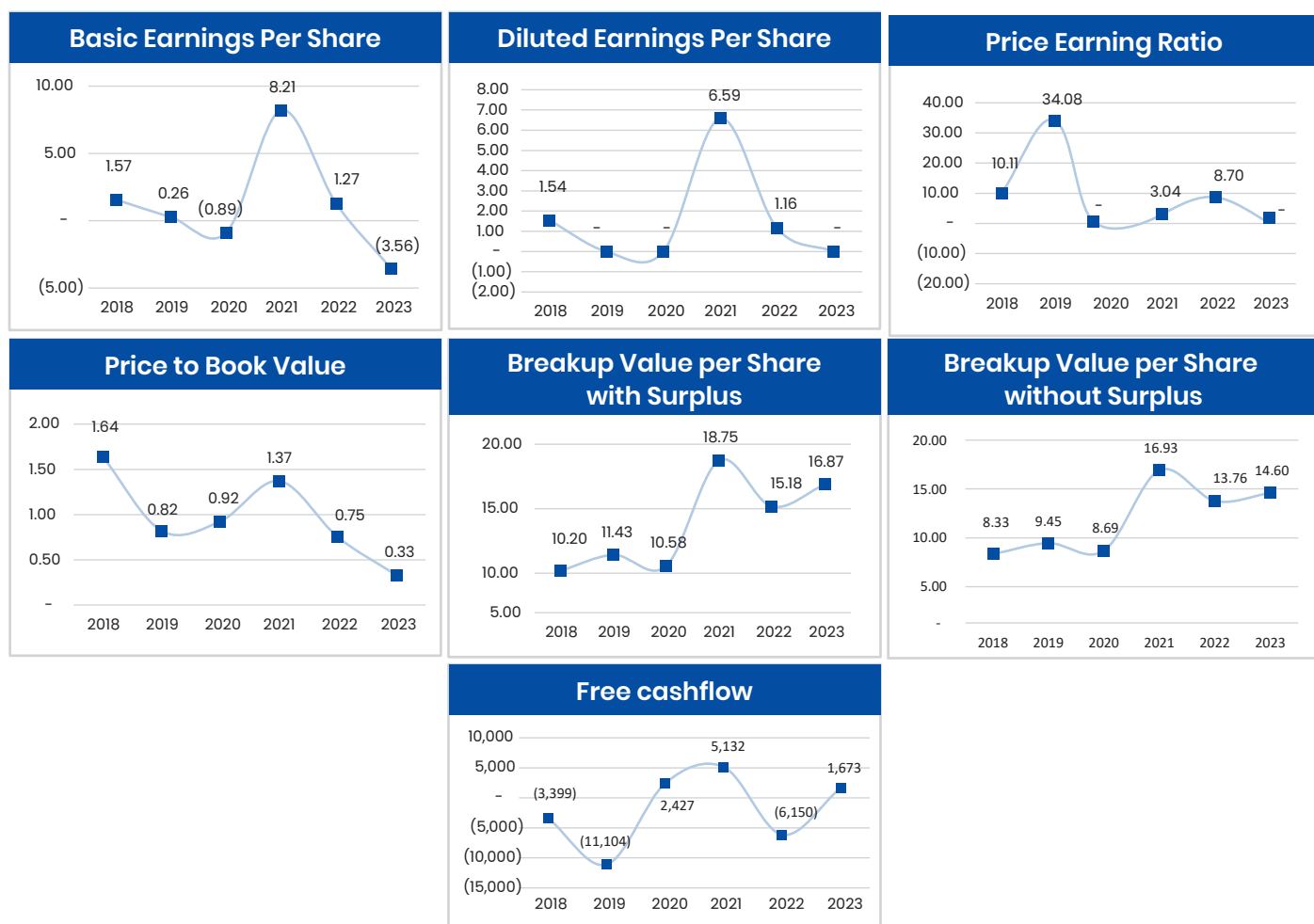


The company exhibited exceptional liquidity in 2021 on account of record profit. During the year, the liquidity condition deteriorated as a result of lower profitability along with increased inventory turnover

days. On the other hand, a significant and abrupt depreciation of the PKR, a steep rise in inflation, and an unsteady political climate led to a tightening of the economy at large and lower sales volume.

Investment / Market Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Basic Earnings / (Loss) per Share (Rs. / Share)	Earnings Attributable to Ordinary Shareholders / Weighted Average Number of Shares	(3.56)	1.27	8.21	(0.89)	0.26	1.57
Diluted Earnings / (Loss) per Share (Rs. / Share) (N2)	Diluted Earnings Attributable to Ordinary Shareholders / Weighted Average Number of Shares	-	1.16	6.59	-	-	1.54
Price Earning Ratios (Times) per share	Market Price / Basic Earnings or (Loss) per Share	-	8.70	3.04	-	34.08	10.11
Price to Book Value Ratio (Times)	Market Price / Book Value per Share	0.33	0.75	1.37	0.92	0.82	1.64
Dividend Yield Ratio	Total Annual Dividend / Market Price			8.03%			
Dividend Payout Ratio	Total Annual Dividend / Annual Income	Refer (N2)	Refer (N2)	24.40%	Refer (N2)	Refer (N2)	Refer (N2)
Cash Dividend per Share	Cash Dividend per Share			2			
Break up Value per Share (with Revaluation Surplus) (Rs. / Share)	Equity including surplus on revaluation of fixed assets / Number of shares	16.87	15.18	18.75	10.58	11.43	10.20
Break up Value per Share (without Revaluation Surplus) (Rs. / Share)	Equity excluding surplus on revaluation of fixed assets / number of shares	14.60	13.76	16.93	8.69	9.45	8.33
Free Cash Flows (Rs. In Millions)		1,673	(6,150)	5,132	2,427	(11,104)	(3,399)



During the year Pakistan's economy faced complex and multifaceted challenges, most notably the commodity shock from the Ukraine war, spillover from the severe impacts of last year's floods, an uncertain political environment, and a sharp increase in headline inflation. There was significant depreciation of the currency and depletion of forex reserves by 39%. The State Bank responded by raising interest rates by 8.25%, and the Government imposed administrative restrictions on imports, increased energy prices, and elevated corporate taxes. However, these fiscal and monetary measures created severe supply chain disruptions

leading to a contraction of GDP to 0.29%

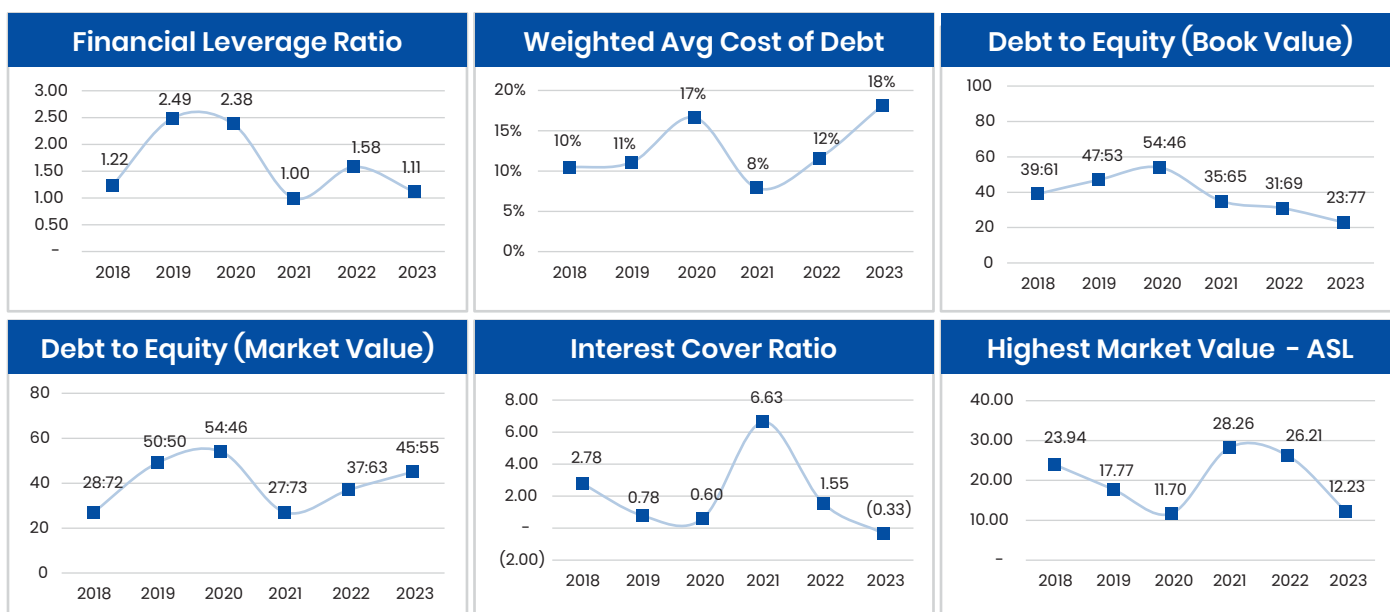
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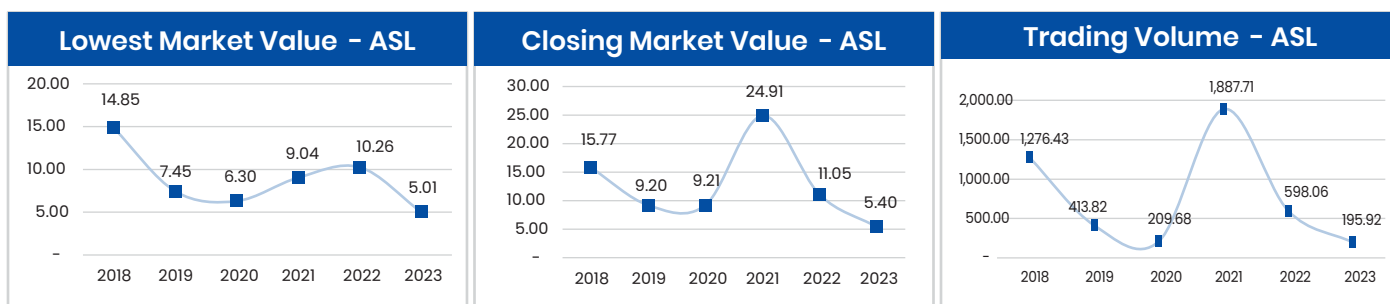
N1 - Due to losses dilution of earnings per share had anti-dilutive effect for financial year 2019, 2020, 2022 and 2023 therefore, the same has not been disclosed and presented.

N2 - Since no dividend has been paid, therefore, dividend yield ratio, dividend payout ratio and cash dividend per share ratio are not applicable.

Capital Structure Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Financial Leverage Ratio (Times)	Total Debt/ Total Equity	1.11	1.58	1.00	2.38	2.49	1.22
Weighted Average Cost of Debt (%) (NI)	Total Interest / Total Debt	18%	12%	8%	17%	11%	10%
Debt to equity ratio (book value)	Total Long Term Debt / Equity	23:77	31:69	35:65	54:46	47:53	39:61
Debt to equity ratio (market value)	Market Value (MV) of Long Term Debt / MV of Equity	45:55	37:63	27:73	54:46	50:50	28:72
Interest Cover Ratio (Times)	Profit from Operations / Finance Cost	(0.33)	1.55	6.63	0.60	0.78	2.78
Market Value per share (Symbol: ASL)							
- High (Rs. / Share)	N/A	12.23	26.21	28.26	11.70	17.77	23.94
- Low (Rs. / Share)	N/A	5.01	10.26	9.04	6.30	7.45	14.85
- Closing (Rs. / Share)	N/A	5.40	11.05	24.91	9.21	9.20	15.77
Total Volume Traded (Number of shares in million)	N/A	195.92	598.06	1,887.71	209.68	413.82	1,276.43





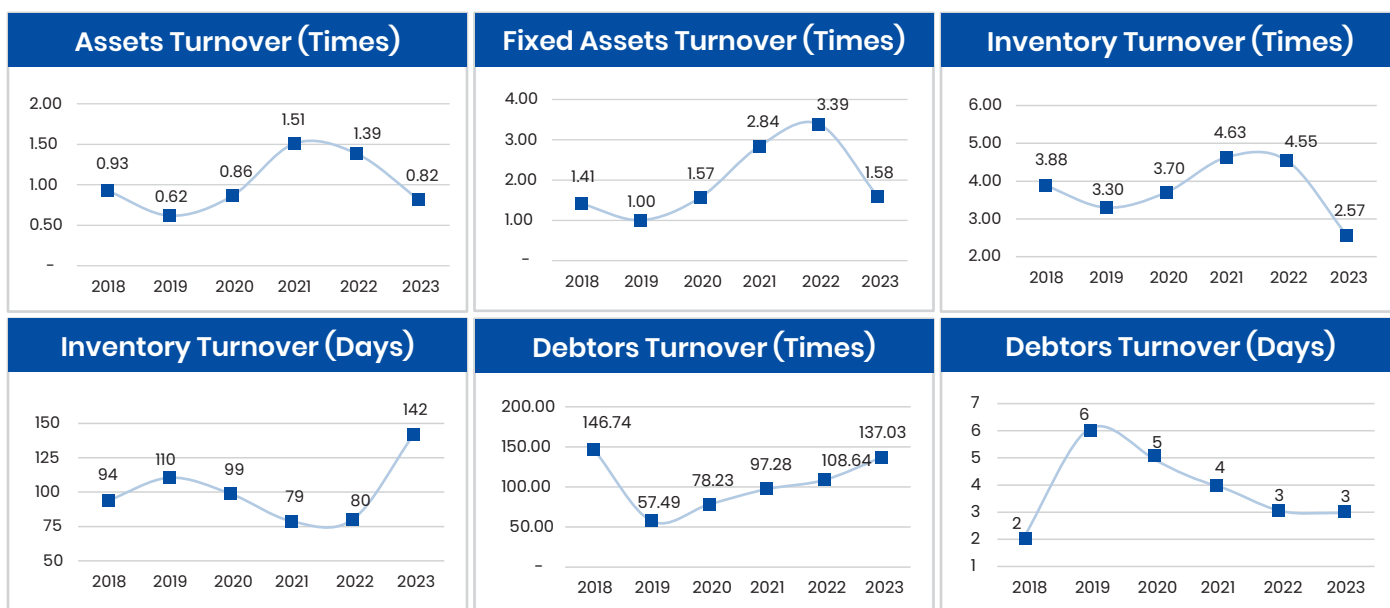
In the current year due to lower sales volume, high borrowing cost, depreciation of rupee and import restrictions have resulted in negative bottom line of the Company.

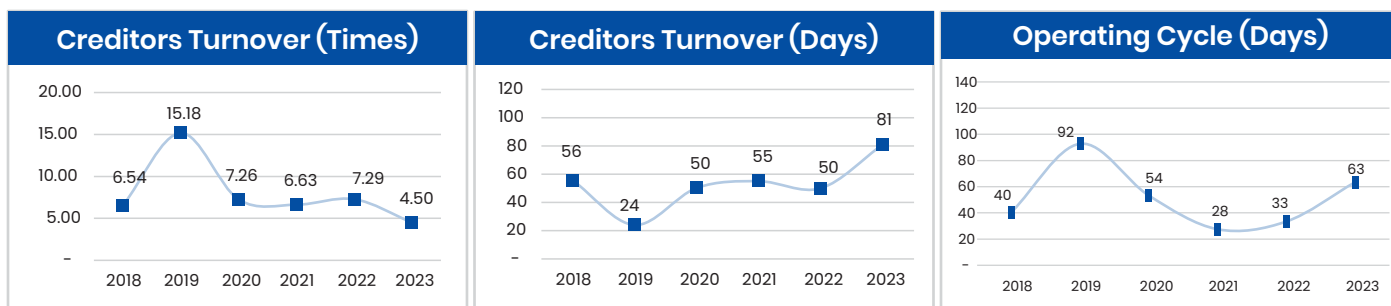
Notes

NI- the weighted average cost of debt has been calculated on the basis of average debt outstanding.

Activity Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Total Assets Turnover Ratio (Times)	Net Sales / Total Assets	0.82	1.39	1.51	0.86	0.62	0.93
Fixed Assets Turnover Ratio (Times)	Net Sales / Total Fixed Assets	1.58	3.39	2.84	1.57	1.00	1.41
Inventory Turnover (Times)	Cost of Goods Sold / Average Inventory	2.57	4.55	4.63	3.70	3.30	3.88
Inventory Turnover (Days)	Average Inventory / Cost of Goods Sold x 365	142	80	79	99	110	94
Debtors Turnover (Times)	Sales / Average Receivable	137.03	108.64	97.28	78.23	57.49	146.74
Debtors Turnover (Days)	Average Receivables / Sales x 365	3	3	4	5	6	2
Creditors Turnover (Times)	Cost of Goods Sold / Average Creditors	4.50	7.29	6.63	7.26	15.18	6.54
Creditors Turnover (Days)	Average Creditors / Cost of Goods Sold x 365	81	50	55	50	24	56
Operating Cycle (Days)	Days in Inventory + Days in Receivables - Days in Creditors	63	33	28	54	92	40

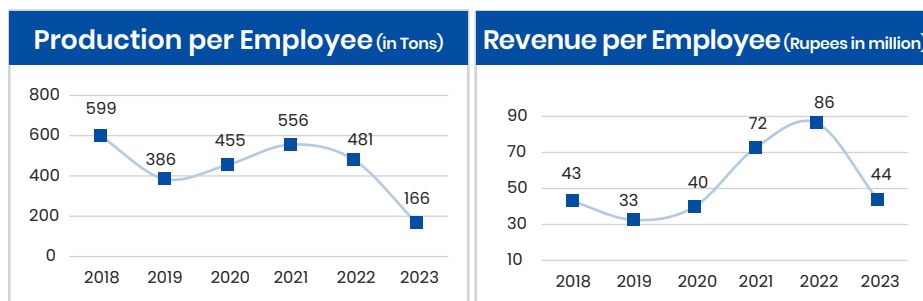




Lower sales volume and higher inventory days resulted in deterioration in the operating cycle of the Company.

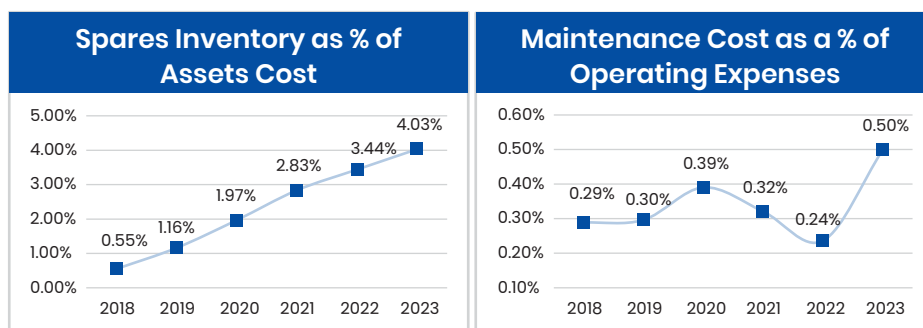
Employee Productivity Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Production per Employee (tons)	Production / Average No. of Factory Employees	166	481	556	455	386	599
Revenue per Employee (rupees in million)	Net Sales / Average No. of Employees	44	86	72	40	33	43



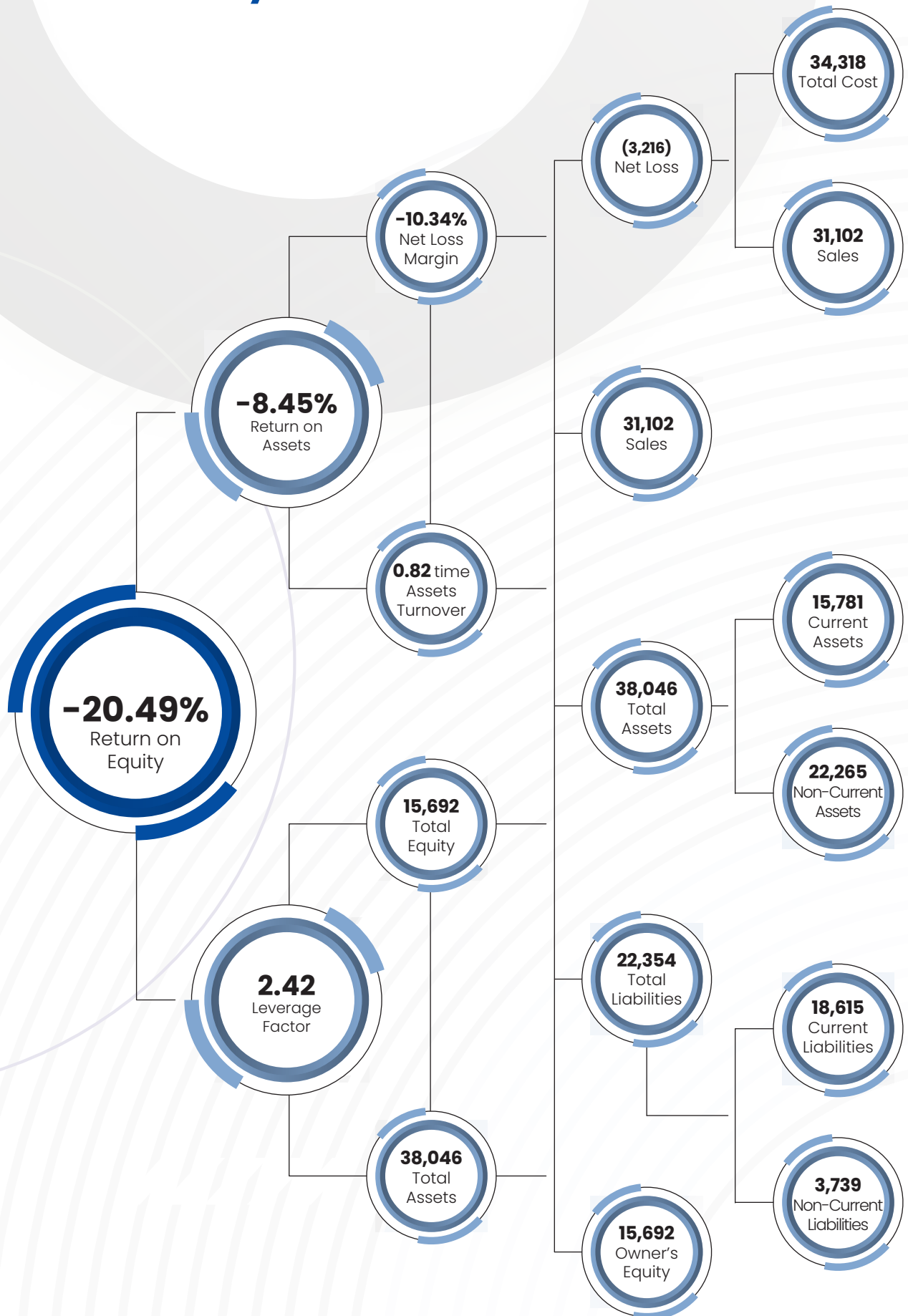
Other Ratios

Description	Formula	2023	2022	2021	2020	2019	2018
Spares Inventory as % of Assets Cost	Total Spares / Total Assets	4.03%	3.44%	2.83%	1.97%	1.16%	0.55%
Maintenance Cost as % of Operating Expenses	Maintenance Cost / Operating Expenses	0.50%	0.24%	0.32%	0.39%	0.30%	0.29%





DuPont Analysis

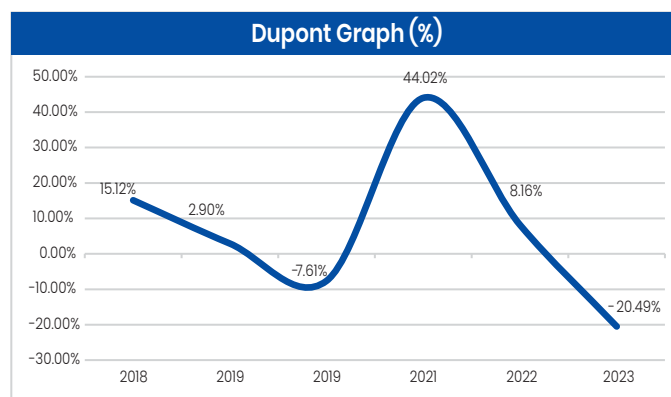


DuPont Analysis

DUPONT ANALYSIS (Rs. In Million)		2023	2022	2021	2020	2019	2018
A	Non-current liabilities	3,739	5,100	6,274	9,461	7,273	4,934
B	Current Liabilities	18,615	27,669	16,972	16,972	16,711	7,001
C = A+B	Total Liabilities	22,354	32,769	22,057	26,433	23,984	11,935
D	Non-current Assets	22,265	20,036	19,951	21,226	21,567	14,366
E	Current Assets	15,781	26,769	16,573	13,304	11,164	6,060
F = D + E	Total Assets	38,046	46,805	36,524	34,530	32,731	20,426
G = C - F	Owners' Equity	15,692	14,036	14,467	8,097	8,747	8,491
H	Sales	31,102	64,830	55,116	29,777	20,231	18,904
I	Total Cost	34,318	63,684	48,748	30,393	19,977	17,620
J = H - I	Net Profit / (Loss)	(3,216)	1,146	6,368	(616)	254	1,284
K = J / H	Net Profit / Loss Margin (%)	-10.34%	1.77%	11.55%	-2.07%	1.26%	6.79%
L = H / F	Assets Turnover (Times)	0.82	1.39	1.51	0.86	0.62	0.93
M = F / G	Leverage Factor (Times)	2.42	3.33	2.52	4.26	3.74	2.41
N = K x L	Return on Assets (%)	-8.45%	2.45%	17.44%	-1.78%	0.78%	6.29%
O = M x N	Return on Equity (%)	-20.49%	8.16%	44.02%	-7.61%	2.90%	15.12%

Analysis

- The decline in profitability was on account of lower sales volume, decrease in profit margin, devaluation of rupee and high borrowing rate. Sales volume declined due to devastating floods, import restriction by Pakistan Government and high inflation. The declining HRC market force local manufacturers to reduce prices which resulted in lower profit margin. Balance of payment crises, political uncertainty and delay of trench by IMF exerted immense pressure on foreign exchange reserves resulting in significant depreciation of PKR against USD. Base rate was increased by Government to tackle rising inflation.
- An increasing trend in Asset turnover year by year shows incremental approach to growth and focus on better utilization of resources each year. The Company, witnessed a decline in asset turnover ratio during the fiscal year, which is primarily due to decrease in sales as compared to the corresponding year. Political unrest and restrictions on opening of letter of credit by the State Bank of Pakistan both had an impact, which led to this predicament.
- A leverage ratio assesses the ability of a company to meet its financial obligations. The leverage ratio has decline slightly during the current year. This was primarily on account of loss during the year.



Conclusion

The DuPont analysis depicts improvement in overall performance of the Company. Current year has reported negative return on equity on account of lower sales volume, decrease in profit margin, devaluation of rupee and high borrowing rate. Although short-term borrowings are decreased compared to the prior year, the surge in KIBOR rates that has led to higher borrowing costs prevents this fall from translating into lower finance costs. Further, PKR depreciated by 39% to Rs. 287.1 against USD from Rs. 206.4, which contributed to the exchange loss in the current year. In the previous two years, a positive return on equity was reported which was mainly on account of improving economic trends backed by expansionary government policies, coupled with favorable price trends due to price rise in the international steel market.

Horizontal Analysis

Statement of Financial Position	2023		2022		2021		2020		2019		2018	
	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%
Assets												
Non-Current Assets	22,265	11%	20,036	0%	19,951	(6%)	21,226	(2%)	21,567	50%	14,366	20%
Current Assets	15,781	(41%)	26,769	62%	16,573	25%	13,304	19%	11,164	84%	6,060	(3%)
Total Assets	38,046	(19%)	46,805	28%	36,524	6%	34,530	5%	32,731	60%	20,426	12%
Equity and Liabilities												
Shareholders' Equity	15,692	12%	14,036	(3%)	14,467	79%	8,097	(7%)	8,747	3%	8,491	27%
Non-Current Liabilities	3,739	(27%)	5,100	(19%)	6,274	(34%)	9,461	30%	7,273	47%	4,934	(3%)
Current Liabilities	18,615	(33%)	27,669	75%	15,783	(7%)	16,972	2%	16,711	139%	7,001	9%
Total Equity and Liabilities	38,046	(19%)	46,805	28%	36,524	6%	34,530	5%	32,731	60%	20,426	12%

Statement of Profit or Loss

Revenue	31,102	(52%)	64,830	18%	55,116	85%	29,777	47%	20,231	7%	18,904	34%
Cost of sales	(29,089)	(51%)	(59,317)	35%	(43,931)	60%	(27,411)	48%	(18,553)	19%	(15,590)	30%
Gross profit / (loss)	2,013	(63%)	5,513	(51%)	11,185	373%	2,366	41%	1,678	(49%)	3,314	59%
Selling and distribution cost	(142)	(66%)	(421)	76%	(239)	469%	(42)	68%	(25)	32%	(19)	0%
Administrative expenses	(413)	5%	(395)	11%	(357)	12%	(320)	29%	(249)	30%	(192)	2%
Profit from operations	1,458	(69%)	4,697	(56%)	10,589	428%	2,004	43%	1,404	(55%)	3,103	65%
Other expenses	(2,801)	132%	(1,208)	24%	(977)	100%	-	(100%)	(3)	(98%)	(143)	120%
Other Income	139	61%	86	(83%)	499	1213%	38	(26%)	52	49%	35	119%
Finance cost	(3,638)	58%	(2,299)	51%	(1,524)	(55%)	(3,386)	82%	(1,865)	73%	(1,079)	14%
Profit / (Loss) before taxation	(4,843)	(480%)	1,275	(85%)	8,587	739%	(1,343)	226%	(412)	(122%)	1,916	117%
Taxation	1,626	(1360%)	(129)	(94%)	(2,219)	(405%)	727	(9%)	666	205%	(632)	(558%)
Profit / (Loss) for the year	(3,217)	(381%)	1,146	(82%)	6,368	1132.10%	(617)	(342.61%)	254	(80.21%)	1,284	26%

Comments on Horizontal Analysis

Statement of Financial Position

Non-current assets mainly consist of Property, plant and equipment and deferred tax asset. Property, plant and equipment have witnessed a slight increase on account of additions and depreciation charged during the year. Furthermore, deferred tax asset has increased due to the business loss and turnover tax of current year. On the other hand, current assets also decreased mainly on account of low inventory levels due to restrictions on opening of letter of credit by the State Bank of Pakistan.

Shareholder's equity has increased during the year due the contribution by the sponsor amounting to Rs. 4 billion. The decrease in long term liabilities is due to the repayment of long-term debt. Moreover, current liabilities decreased mainly on account of decrease in bills payable, which is due to restrictions on opening of letter of credit.

Statement of Profit or loss

The Company remained focused towards delivering objective of sustainable growth through value creation. During the current year, Company witnessed almost 52% decline in revenue which was mainly on account of lower sales volume. This has led to decrease in gross profit as compared to previous year. Despite decrease in short term borrowing levels during the year, there is immense increase in finance cost due to the increase of KIBOR rates which also contributed to decline in profitability of the Company. Furthermore, exchange loss amounting to Rs. 2.79 billion was incurred during the year due to the abrupt decrease in PKR parity against USD.

Vertical Analysis

Statement of Financial Position	2023		2022		2021		2020		2019		2018	
	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%	Rs. In Millions	%
Assets												
Non-Current Assets	22,265	59%	20,036	43%	19,951	55%	21,226	61%	21,567	66%	14,366	70%
Current Assets	15,781	41%	26,769	57%	16,573	45%	13,304	39%	11,164	34%	6,060	30%
Total Assets	38,046	100%	46,805	100%	36,524	100%	34,530	100%	32,731	100%	20,426	100%
Equity and Liabilities												
Shareholders' Equity	15,692	41%	14,036	30%	14,467	40%	8,097	23%	8,747	27%	8,491	42%
Non-Current Liabilities	3,739	10%	5,100	11%	6,274	17%	9,461	27%	7,273	22%	4,934	24%
Current Liabilities	18,615	49%	27,669	59%	15,783	43%	16,972	50%	16,711	51%	7,001	34%
	38,046	100%	46,805	100%	36,524	100%	34,530	100%	32,731	100%	20,426	100%
Statement of Profit or Loss												
Revenue	31,102	100%	64,830	100%	55,116	100%	29,777	100%	20,231	100%	18,904	100%
Cost of sales	(29,089)	94%	(59,317)	91%	(43,931)	80%	(27,411)	92%	(18,553)	92%	(15,590)	(82%)
Gross profit / (loss)	2,013	6%	5,513	9%	11,185	20%	2,366	8%	1,678	8%	3,314	18%
Selling and distribution cost	(142)	0%	(421)	(1%)	(239)	0%	(42)	0%	(25)	0%	(19)	0%
Administrative expenses	(413)	(1%)	(395)	(1%)	(357)	(1%)	(320)	(1%)	(249)	(1%)	(192)	(1%)
Profit from operations	1,458	5%	4,697	7%	10,589	19%	2,004	7%	1,404	7%	3,103	16%
Other expenses	(2,801)	(9%)	(1,208)	(2%)	(977)	(2%)	-	0%	(3)	0%	(143)	(1%)
Other Income	139	0%	86	0%	499	1%	38	0%	52	0%	35	0%
Finance cost	(3,638)	(12%)	(2,299)	(4%)	(1,524)	(3%)	(3,386)	(11%)	(1,865)	(9%)	(1,079)	(6%)
Profit / (Loss) before taxation	(4,842)	(16%)	1,275	2%	8,587	16%	(1,344)	(5%)	(412)	(2%)	1,916	10%
Taxation	1,626	5%	(129)	0%	(2,219)	(4%)	727	2%	666	3%	(632)	(3%)
Profit / (Loss) for the year	(3,216)	(10%)	1,146	2%	6,368	12%	(617)	(2%)	254	1%	1,284	7%

Comments on Vertical Analysis

Statement of Financial Position

Current assets mainly consist of inventories and other receivables. The current assets have decreased mainly on account of low inventory levels due to decrease in sales volume during the year. Non-current assets have increased due to increase in deferred tax asset during the year. Shareholder's equity has increased due to contribution from the sponsor.

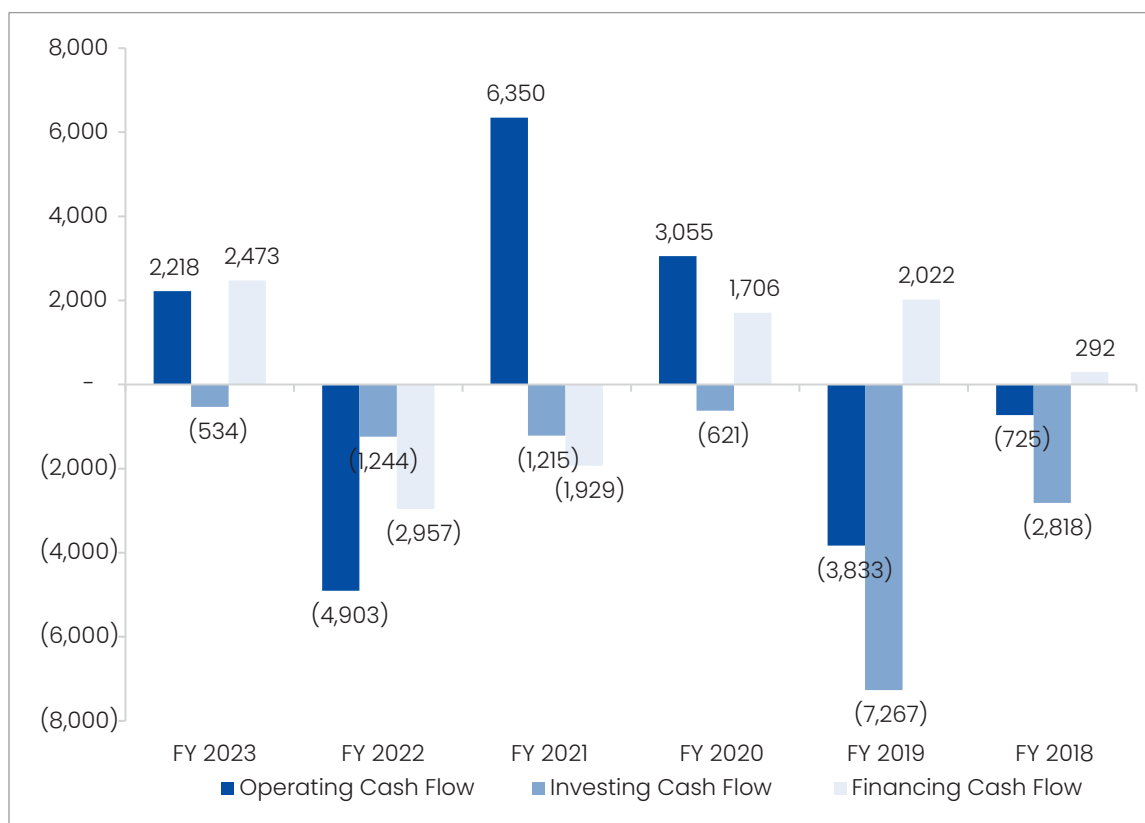
The decrease in long term liabilities is due to the repayment of principal during the year. Current liabilities mainly consist of short term borrowings and trade and other payables. Decrease in current liabilities was mainly due to the decrease in trade and other payables.

Statement of Profit or loss

Revenue has decreased during the year mainly due to the lower sales volume. The primary component of cost of goods sold is raw material consumption, which has increased due to Import restrictions during the year resulting in decrease in gross profit. Additionally, there has been a 20% fall in short term borrowings, but on the contrary, finance costs increased due to rising KIBOR rates. Furthermore, there was substantial decrease in the purchasing power of the PKR relative to USD, resulting in exchange loss. All above factors resulted in a decline in the Company's profitability.

Summary of Cash Flow Statement

DUPONT ANALYSIS (Rs. In Million)	2023	2022	2021	2020	2019	2018
Cash (used in) / generated from operations	6,169	(959)	8,964	6,165	(2,756)	460
Income tax paid	(788)	(1,392)	(1,046)	(116)	(152)	(540)
Mark-up on loans paid	(3,142)	(1,810)	(1,580)	(3,025)	(756)	(583)
Return on bank deposits received	37	35	33	16	10	12
Employee benefits paid	(17)	(15)	(8)	(5)	(5)	(6)
Workers' welfare fund paid	(18)	(194)	-	-	(39)	(18)
Workers' profits participation fund paid	(75)	(516)	-	-	(103)	(47)
(Increase) / decrease in long-term loans and advances	-	-	-	-	(2)	(2)
(Increase) / decrease Increase in long-term deposits	52	(53)	(13)	21	(29)	(1)
Net cash generated from / (used in) operating activities	2,218	(4,903)	6,350	3,055	(3,833)	(725)
Purchase of property, plant and equipment	(545)	(1,222)	(1,184)	(628)	(7,270)	(2,822)
Purchase of intangibles	-	(24)	(34)	-	(0)	-
Sale proceeds from disposal of property, plant and equipment and intangible assets	11	3	3	7	3	5
Net cash used in investing activities	(534)	(1,244)	(1,215)	(621)	(7,267)	(2,818)
Proceeds from issue of share capital	-	-	-	-	-	148
Long term loan (repaid) / obtained - net	(1,483)	(1,452)	(1,908)	1,731	2,194	(65)
Contributions received from associated undertaking	4,000	-	-	-	-	-
Short-term borrowings obtained / (paid)	-	-	-	-	(175)	175
Repayment of sponsor's Loan	-	-	-	-	-	-
Dividend paid	-	(1,475)	-	-	-	-
Increase / (decrease) in liabilities against assets subject to finance leases	(44)	(29)	(21)	(25)	3	34
Net cash generated / (used in) from financing activities	2,473	(2,957)	(1,929)	1,706	2,022	292
Net increase / (decrease) in cash and cash equivalents	4,157	(9,103)	3,205	4,139	(9,078)	(3,251)
Cash and cash equivalents at beginning of the year	(15,661)	(6,558)	(9,764)	(13,903)	(4,825)	(1,574)
Cash and cash equivalents at end of the year	(11,504)	(15,661)	(6,558)	(9,764)	(13,903)	(4,825)



Comments on Cash Flow Analysis

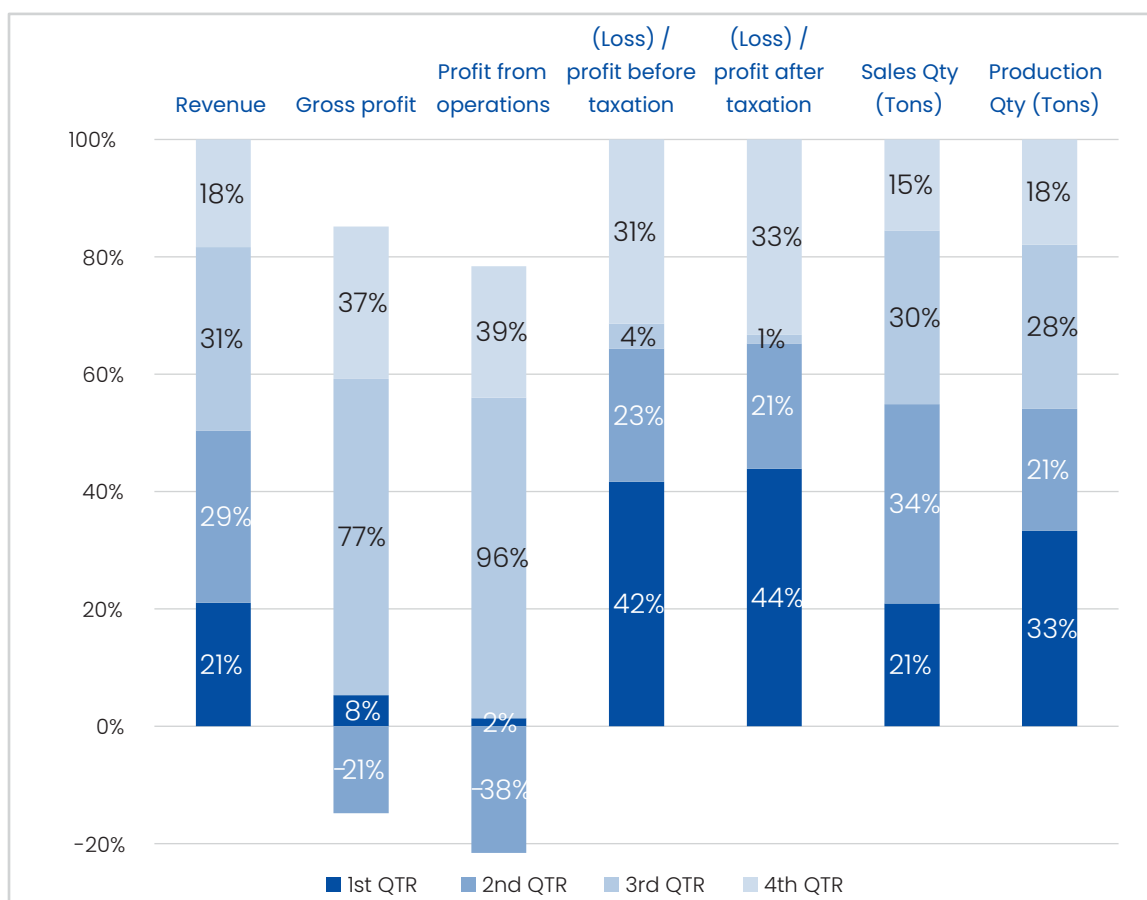
Cash flows from operating activities showed improvement in the current year. However, the decrease in the Company's investment in inventory as a result of government restrictions on opening of letters of credit and the government's removal of the requirements for the deposit of 100% LC margin are the main reason for this improvement.

Net cash used in investing activities mainly represents cash utilization on account of fixed capital expenditure. In the current year the Company made purchases of property, plant and equipment.

Cash flows from financing activities depends on net cash requirements of the Company. This mainly represents repayment of long-term finance, short term loan and dividend payments made during the year. Company also obtained contribution from sponsor as investment in order to meet the working capital requirements.

Results Reported in Interim Financial Statements & Final Accounts

FY 2023	1st QTR	2nd QTR	3rd QTR	4th QTR	2023
Revenue	6,542,516	9,143,200	9,719,660	5,697,006	31,102,382
Cost of sales	(6,389,897)	(9,567,482)	(8,178,681)	(4,952,769)	(29,088,829)
Gross profit	152,619	(424,282)	1,540,979	744,237	2,013,553
Selling and distribution cost	(24,041)	(22,499)	(30,640)	(64,606)	(141,786)
Administrative expenses	(93,387)	(106,986)	(108,171)	(104,677)	(413,221)
	(117,428)	(129,485)	(138,811)	(169,283)	(555,007)
Profit from operations	35,191	(553,767)	1,402,168	574,954	1,458,546
Other expenses	(1,254,697)	172,516	(621,417)	(1,097,864)	(2,801,462)
Other income	13,007	47,668	18,843	59,610	139,128
Finance cost	(809,773)	(765,195)	(1,005,692)	(1,056,856)	(3,637,516)
(Loss) / profit before taxation	(2,016,272)	(1,098,778)	(206,098)	(1,520,156)	(4,841,304)
Taxation	604,934	412,445	157,916	450,356	1,625,651
(Loss) / profit after taxation	(1,411,338)	(686,333)	(48,182)	(1,069,800)	(3,215,653)
Sales Qty (Tons)	25,652	41,633	36,102	18,947	122,334
Production Qty (Tons)	37,533	23,405	31,493	20,205	112,635



Quarterly Results Analysis

Quarter 1

The total quantity sold during the quarter was 25,652 tons as compared to 88,834 sold during the corresponding period last year, showing a decrease of about 71%. Sales consist of 341 tons pertaining to export sales made to Middle East. During the corresponding period last year, exports were 16,158 tons made to Europe, America and Canada.

The total quantity produced during the period was 37,533 tons compared to 104,653 tons produced in the corresponding period last year, showing a decrease of 64%. The core reason behind decrease in production was restrictions on opening of letter of credit by the State bank of Pakistan and high finished goods inventory levels. Company also incurred substantial exchange loss during the period. All these factors resulted in negative bottomline for the period.

Quarter 2

The total quantity sold during the period was 41,633 tons out of which 771 tons was exported to Middle East and Asia. The total quantity sold in the corresponding period last year was 63,082 tons, showing a decline of about 34%. The total quantity produced during the period was 23,405 tons compared to 69,547 tons produced in the corresponding period last year, showing a decrease of about 66%. Receiving of high price raw material coincided with declining international prices not allowing the Company to earn normal margins. In adding to this, high finance cost and slow offtake of inventory resulted in weak financial results of the Company.

Quarter 3

The total quantity sold during the period was 36,102 tons out of which 660 tons was exported to Middle East, Asia and Europe. The total quantity sold in the corresponding period last year was 83,884 tons, showing a decline of about 57%. The total quantity produced during the period was 31,493 tons compared to 71,360 tons produced in the corresponding period last year, showing a decrease of about 56%. The production was curtailed due to slow offtake of finished goods and inventory stuck at port. Devaluation of rupee effected profitability of the Company. Additionally, the cost of borrowing rate, that led to an increase in financial expenses.

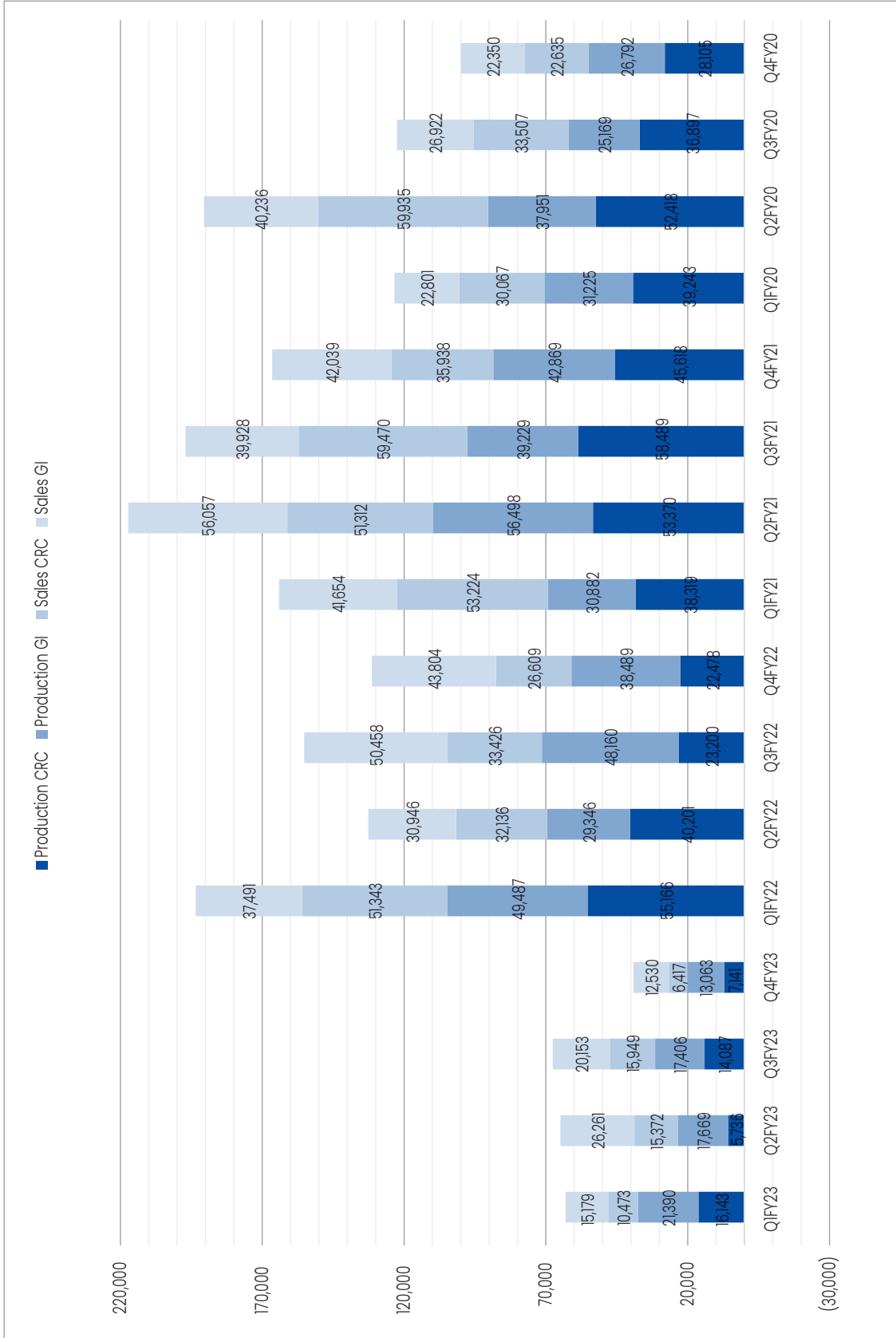
Quarter 4

The total quantity sold during the period was 18,947 tons. The total quantity sold in the corresponding period last year was 70,413 tons, showing a decline of about 73%. The total quantity produced during the period was 20,204 tons compared to 60,967 tons produced in the corresponding period last year, showing a decrease of about 67%. The production curtailed due to shortage of raw material due to restriction on opening of letter of credit and difficulty in procurement from suppliers and slow offtake of inventory.

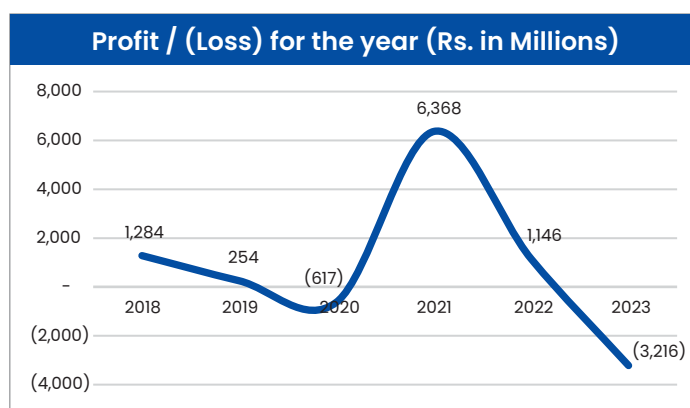
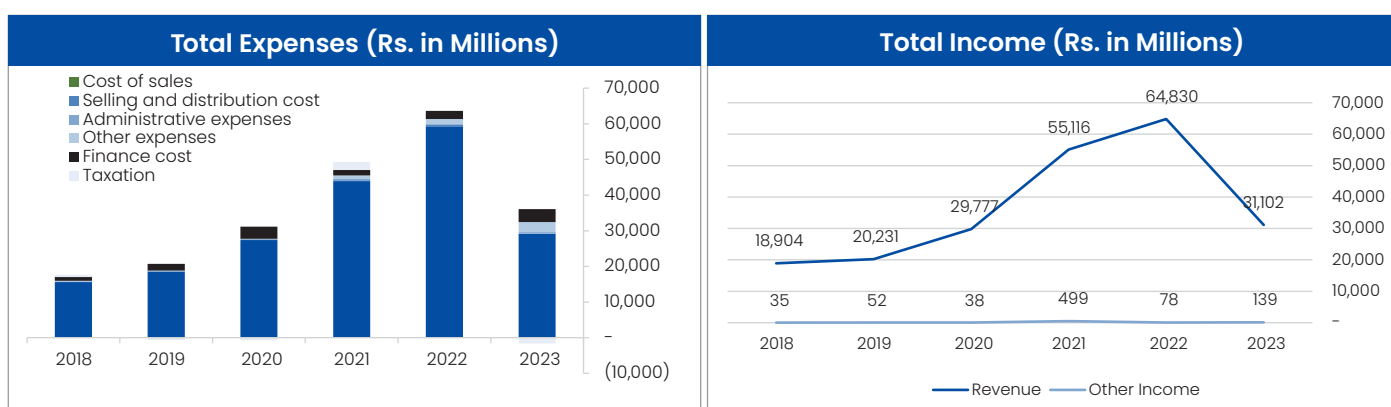
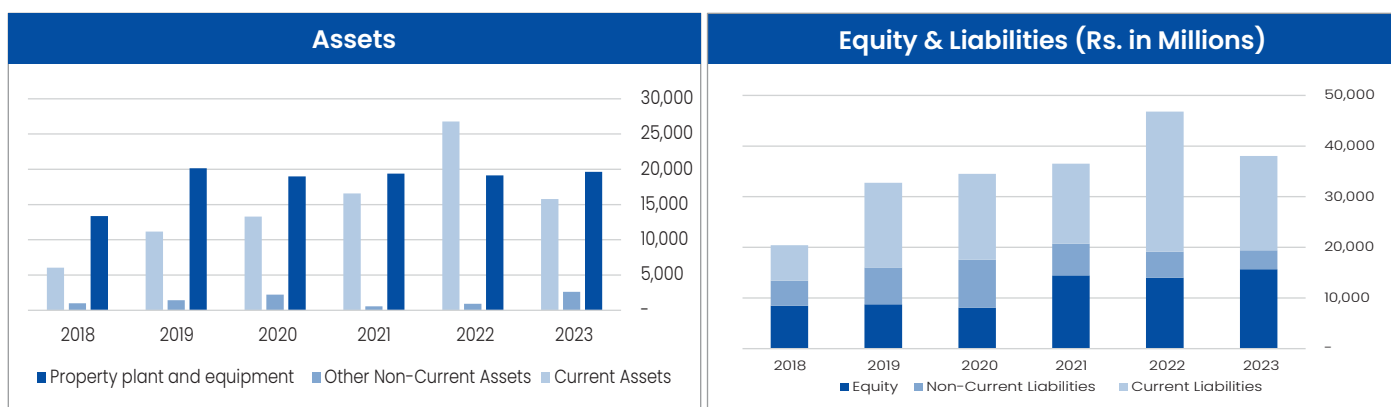
Historical Sales & Production Statement

Description	Product	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Production	CRC	16,143	5,736	14,087	7,141	55,166	40,201	23,200	22,478
	GI	21,390	17,669	17,406	13,063	49,487	29,346	48,160	38,489
	Total	37,533	23,405	31,493	20,204	104,653	69,547	71,360	60,967
	Product	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY20	Q2FY20	Q3FY20	Q4FY20
Production	CRC	38,319	53,370	58,489	45,618	39,243	52,418	36,897	28,105
	GI	30,882	56,498	39,229	42,869	31,225	37,951	25,169	26,792
	Total	69,202	109,868	97,718	88,487	70,468	90,369	62,066	54,897
	Product	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Sales	CRC	10,473	15,372	15,949	6,417	51,343	32,136	33,426	26,609
	GI	15,179	26,261	20,153	12,530	37,491	30,946	50,458	43,804
	Total	25,652	41,633	36,102	18,947	88,834	63,082	83,884	70,413
	Product	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY20	Q2FY20	Q3FY20	Q4FY20
Sales	CRC	53,224	51,312	59,470	35,938	30,067	59,935	33,507	22,635
	GI	41,654	56,057	39,928	42,039	22,801	40,236	26,922	22,350
	Total	94,878	107,369	99,398	77,977	52,868	100,171	60,429	44,985

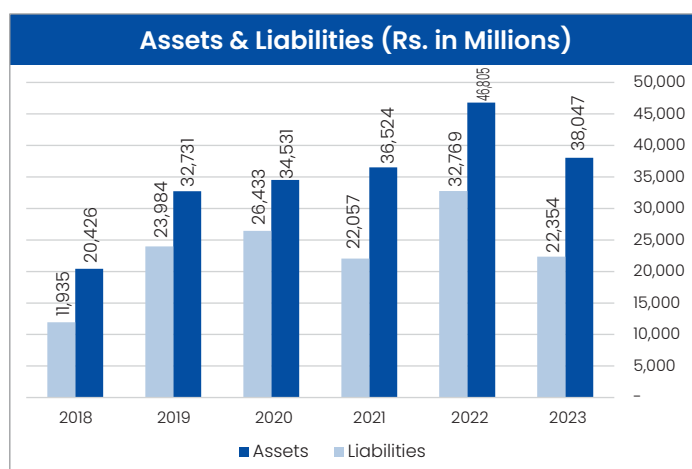
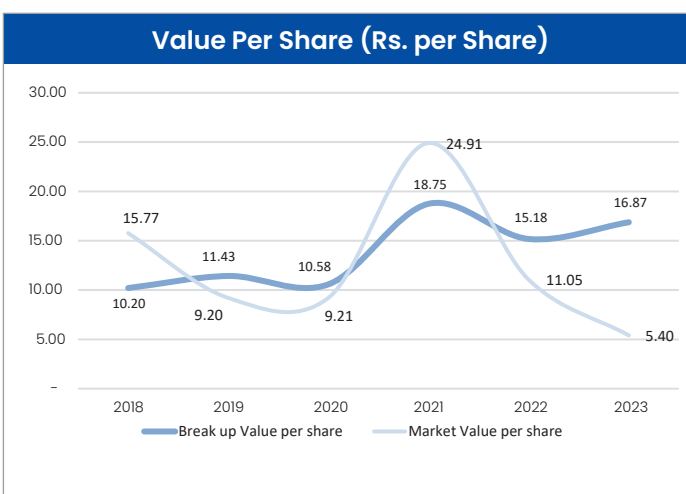
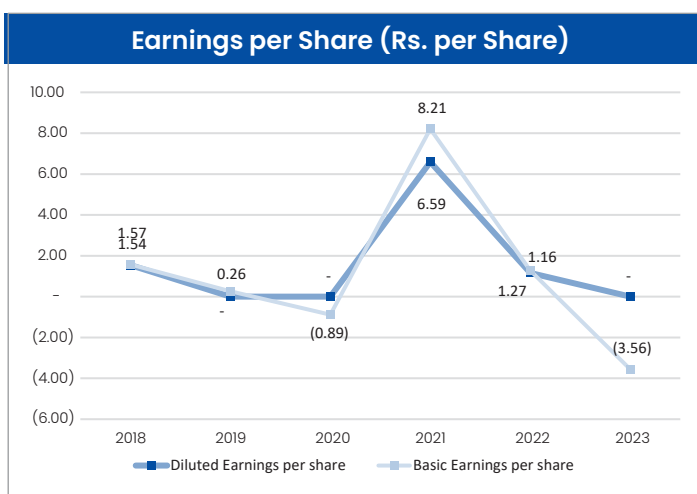
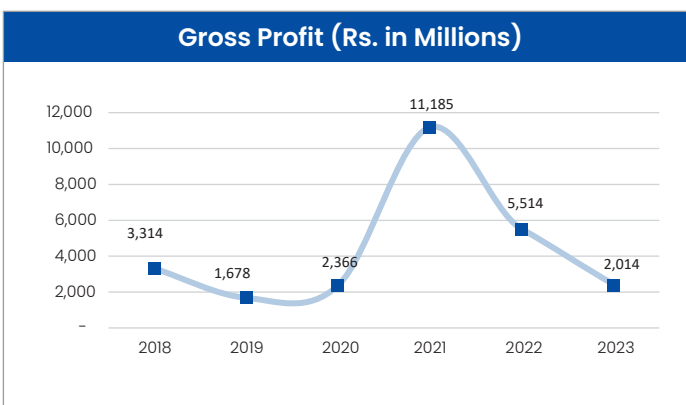
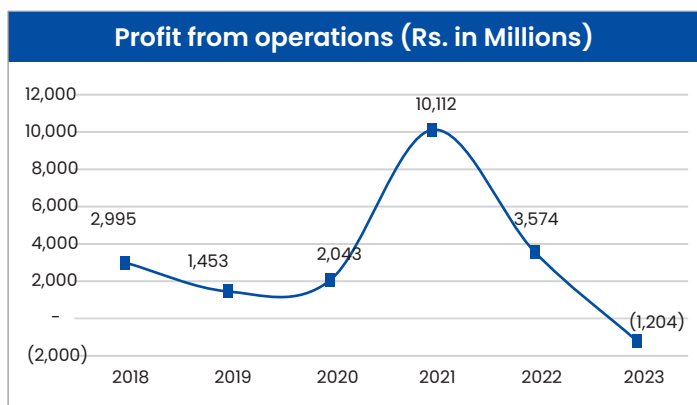
Historical Sales & Production Statement - cont'd



Graphical Representation of ASML



Graphical Representation of ASML - cont'd.



Graphical Representation of ASML – cont'd.

