

Key Operational & Financial Data

Operational Summary

	2021	2020	2019	2018	2017	2016
	----- Tons -----					
Production	365,274	277,800	202,164	217,370	209,524	195,906
Sales	379,622	258,453	205,456	217,043	214,316	181,259

Summary of Statement of Profit & Loss

	2021	2020	2019	2018	2017	2016
	----- Rs. In Million -----					
Revenue	55,116	29,777	20,231	18,904	14,076	9,634
Cost of sales	43,931	27,411	18,553	15,590	11,989	8,654
Gross profit	11,185	2,366	1,678	3,314	2,087	980
Profit from operations	10,590	2,005	1,404	3,104	1,880	804
Profit / (loss) before taxation	8,588	(1,343)	(412)	1,916	882	(192)
Profit / (loss) for the year	6,368	(617)	254	1,284	1,020	(155)

Summary of Financial Position

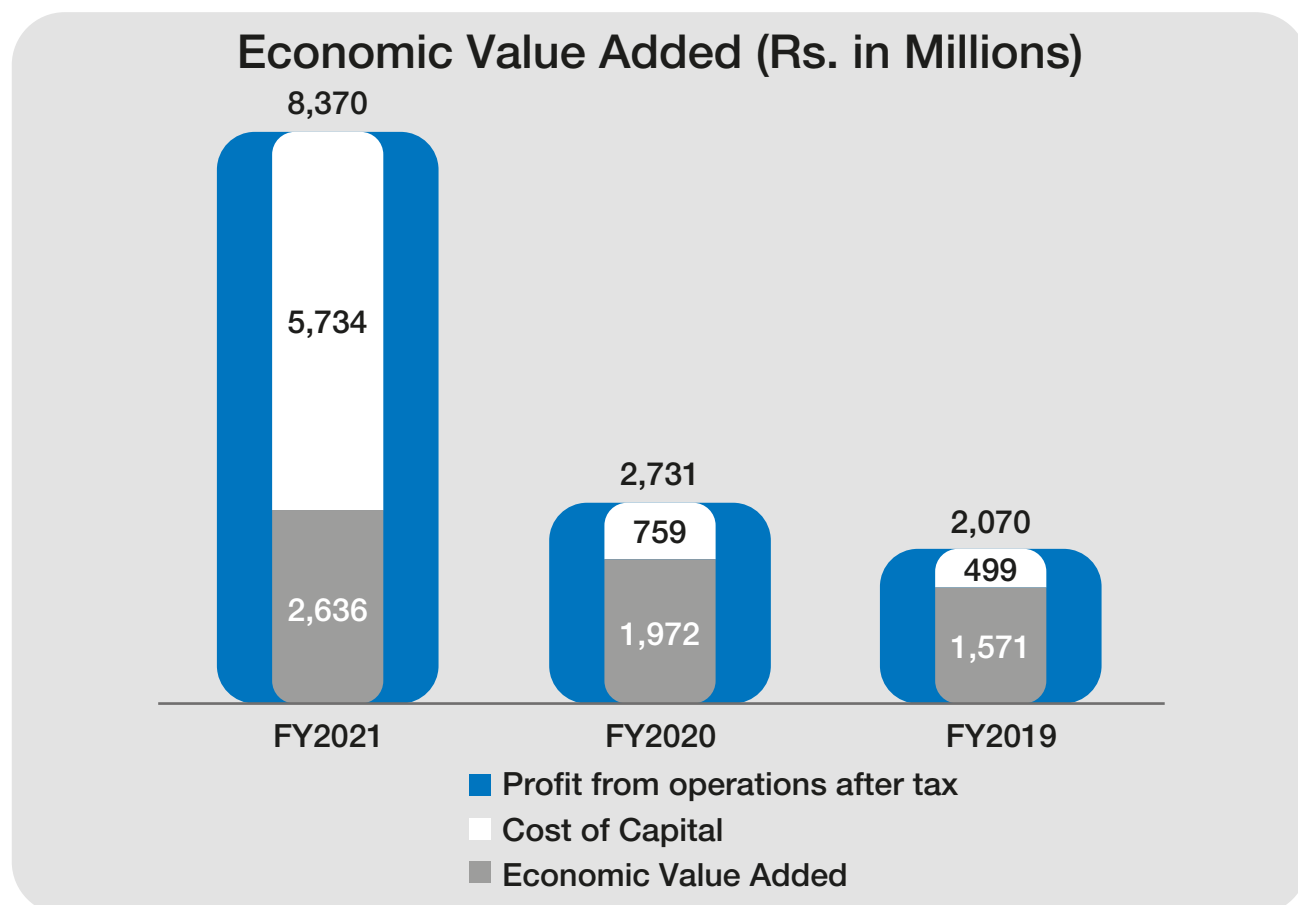
	2021	2020	2019	2018	2017	2016
	----- Rs. In Million -----					
Assets						
Non-Current Assets	19,951	21,227	21,560	14,366	11,959	10,884
Current Assets	16,573	13,304	11,171	6,060	6,225	4,468
Total Assets	36,524	34,531	32,731	20,426	18,184	15,352
Equity and Liabilities						
Shareholders' Equity	14,467	8,097	8,747	8,491	6,700	2,655
Non-Current Liabilities	6,274	9,462	7,273	4,934	5,078	5,355
Current Liabilities	15,783	16,972	16,711	7,001	6,406	7,342
Total Equities and Liabilities	36,524	34,531	32,731	20,426	18,184	15,352

Economic Value Added

	2021	2020	2019
	----- Rs. In Million -----		
Profit from operations after tax	8,370	2,731	2,070
Cost of Capital	(2,636)	(1,972)	(1,571)
EVA (Rs. In Millions)	5,734	759	499
Total Assets	36,524	34,531	32,731
Less: Current Liabilities	(15,783)	(16,972)	(16,711)
Net Capital Invested	20,741	17,559	16,020
WACC	12.71%	11.23%	9.81%
Cost of Capital	2,636	1,972	1,571

Comments

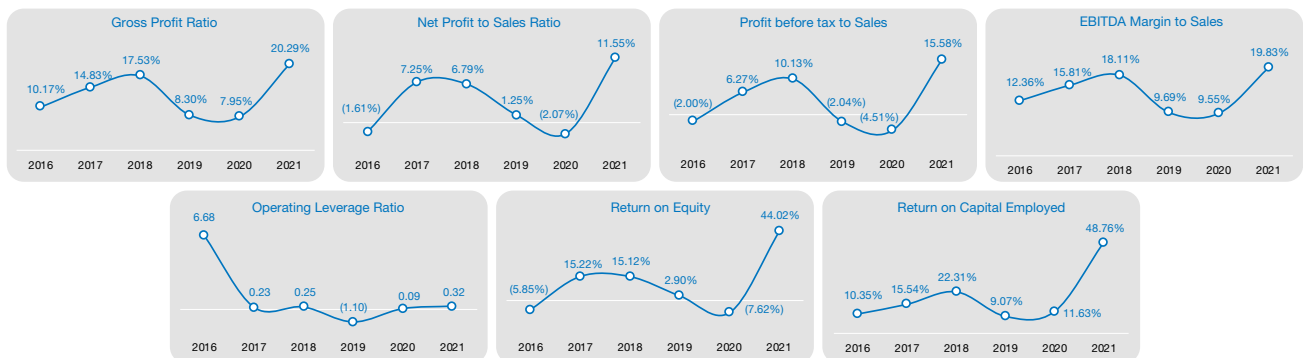
Economic value added has shown a significant increase from last year mainly due to increase in operating profit for the year. However, weighted average cost of capital (WACC) of the company has also increased due to increase in market value of equity. The rise in WACC has partially been offset by a decrease in average cost of borrowing.



Ratio Analysis

Profitability Ratios

Description	Formula	2021	2020	2019	2018	2017	2016
Gross Profit Ratio (%)	Gross Profit or (Loss) / Net Sales	20.29%	7.95%	8.30%	17.53%	14.83%	10.17%
Net Profit to Sales (%)	Net Profit or (Loss) / Net Sales	11.55%	-2.07%	1.25%	6.79%	7.25%	-1.61%
Profit Before Tax to Sales (%)	Profit or (Loss) Before Tax / Net Sales	15.58%	-4.51%	-2.04%	10.13%	6.27%	-2.00%
EBITDA Margin to Sales (%)	EBITDA / Net Sales	19.83%	9.55%	9.69%	18.11%	15.81%	12.36%
Operating leverage ratio (Times)	Change in EBITDA / Change in Net Sales	0.32	0.09	(1.10)	0.25	0.23	6.68
Return on Equity (%)	Profit or (Loss) After Tax / Shareholder's equity	44.02%	-7.62%	2.90%	15.12%	15.22%	-5.85%
Return on Capital employed (%)	EBIT / Capital employed	48.76%	11.63%	9.07%	22.31%	15.54%	10.35%

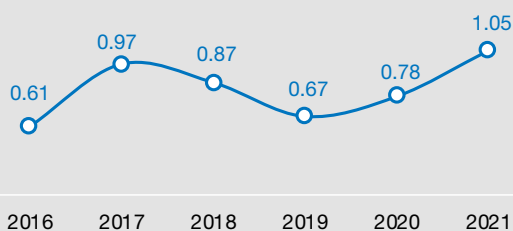


The downturn faced in 2019 and 2020, by the overall improving profitability, got back on track in 2021. This increase is primarily on account of significant rise in sales volume coupled with higher margins. The favourable rise in sales volume can be related to the resumption of economic activities during the year, supported by expansionary measures taken by the Government to mitigate the effects of COVID-19. Moreover, FY2021 witnessed a rising price trend of steel in the international market which peaked out at almost US\$ 1,100 by June, 2021. The rising local economic trends enabled the local manufacturer to transfer the rise to the local consumer leading to better margins during the year. These margins further translated in to a higher profit which reflects the Company's success in keeping expenses under check.

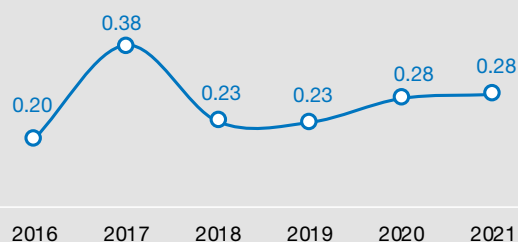
Liquidity Ratios

Description	Formula	2021	2020	2019	2018	2017	2016
Current ratio (Times)	Current Assets / Current Liabilities	1.05	0.78	0.67	0.87	0.97	0.61
Quick / Acid test ratio (Times)	Liquid Assets / Current Liabilities	0.28	0.28	0.23	0.23	0.38	0.20
Cash to Current Liabilities (Times)	Cash and Bank / Current Liabilities	0.02	0.01	0.01	0.01	0.13	0.01
Operating Cash Flows to Sales (Times)	Cashflow from Operations / Net Sales	0.12	0.10	(0.19)	(0.04)	0.08	-

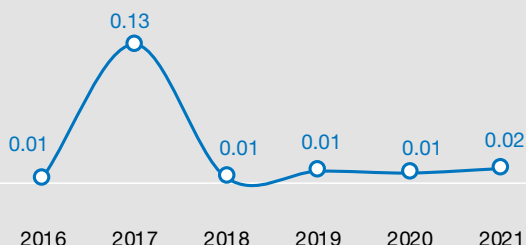
Current Ratio (Times)



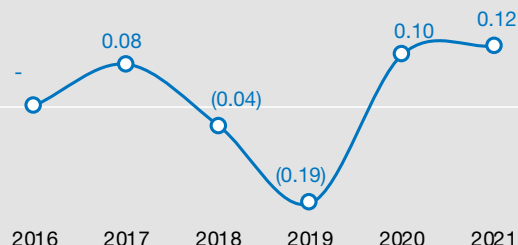
Acid Test Ratio



Cash to Current Liabilities



Operating Cashflow to Sales



The company has consistently exhibited a picture of improving liquidity condition over the period. During FY2019, the company had faced a liquidity crunch on account of devaluing Pak Rupee against US Dollar and increasing inventory days. However, with rising sales volumes and margins, earned in FY 2021, liquidity ratios have significantly improved. Increase in average monthly revenue figures, helped out the Company to reduce its short-term borrowing levels, obtained to finance its working capital requirements. This was further complemented by the strengthening of Pak Rupee against US Dollar leading to cash flow savings in procurement.

Investment / Market Ratios

Description	Formula	2021	2020	2019	2018	2017	2016
Basic Earnings / (Loss) per share (Rs. / Share)	Earnings Attributable to Ordinary Shareholders / Weight Average Number of Shares	8.19	(0.89)	0.26	1.57	1.74	(1.35)
Diluted Earnings / (Loss) per share (Rs. / Share) (N1)	Diluted Earnings Attributable to Ordinary Shareholders / Weight Average Number of Shares	6.61	N/A	N/A	1.54	1.31	N/A
Price Earning Ratios (Times) per Share*	Market Price / Basic Earnings or (Loss) per Share	3.04	(10.35)	35.38	10.04	10.39	(6.26)
Price to Book Value Ratio (Times)	Market Price / Book Value per Share	1.33	0.92	0.85	1.64	1.99	10.68
Dividend Yield Ratio	Dividend Per Share (Ordinary) / Market Price (ASL)	8.03%	Since no dividend has been paid, therefore, dividend yield ratio, dividend payout ratio and cash dividend per share ratio are not applicable.				
Dividend Payout Ratio	Dividend Per Share (Ordinary) / EPS (ASL)	24.4%					
Cash Dividend per Share	Total Dividend Paid (Ordinary) / Outstanding Ordinary Shares	2					
Break up Value per Share (with Revaluation Surplus) (Rs. / Share)	Equity including surplus on revaluation of fixed assets / Number of shares	18.75	10.58	11.43	10.20	9.77	9.77
Break up Value per Share (without Revaluation Surplus) (Rs. / Share)	Equity excluding surplus on revaluation of fixed assets / number of shares	16.93	8.69	9.45	8.33	7.99	8.36
Free Cash Flows (Rs. in Millions)		5,132	2,427	(11,071)	(3,399)	3,051	(75)

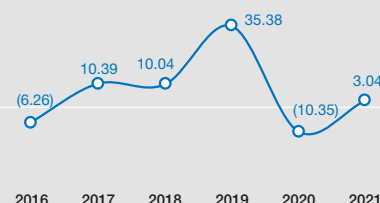
Basic Earnings Per Share

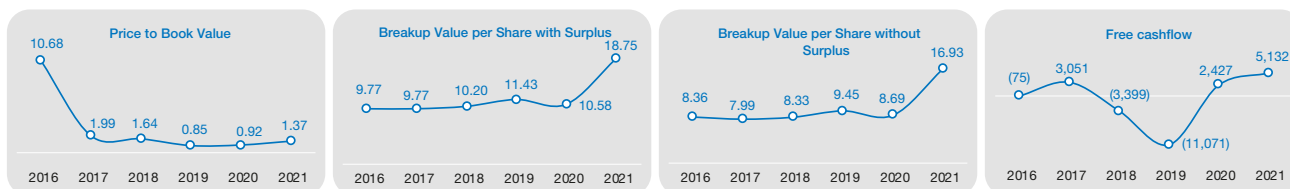


Diluted Earnings Per Share



Price Earning Ratio





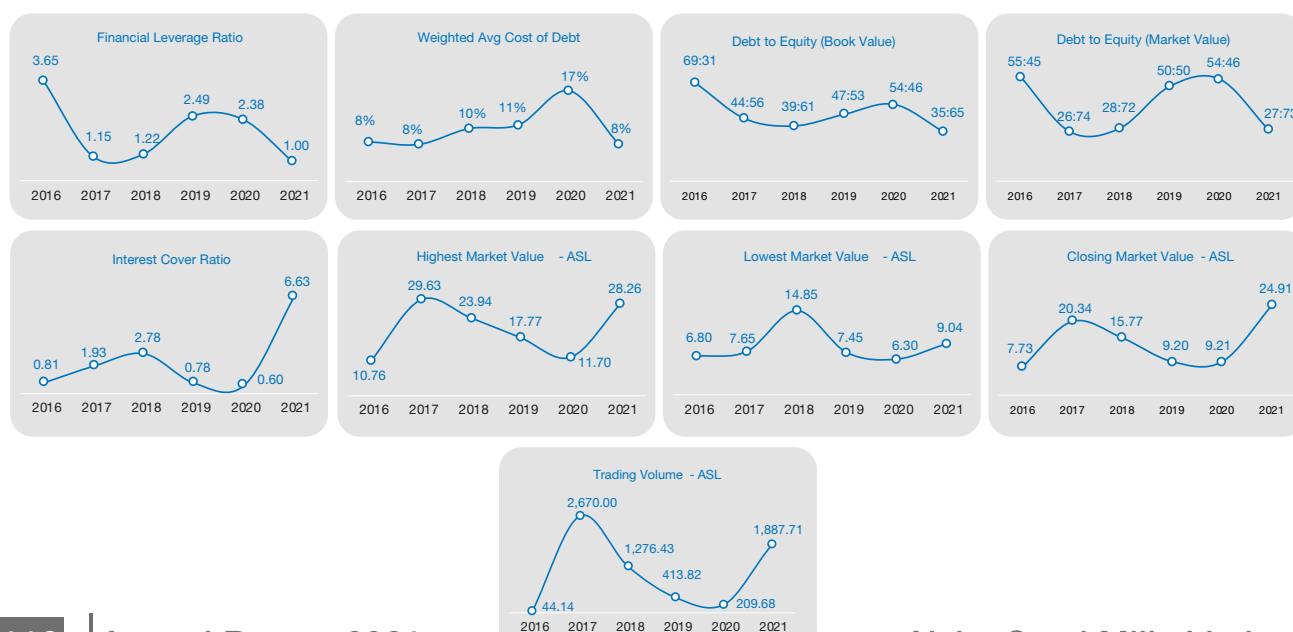
The year started with the country recovering through economic slowdown. Further, due to the prompt fiscal management and expansionary policies undertaken by the government, the economy recovered on a V-shaped trend and moved towards maintaining its pre-covid trajectory of improving economic growth. Overall market sentiments, which were bearish during FY19 and FY20 turned to bullish and KSE 100 index increased by 35.6% and was recorded around 47,378 points (FY2020 34,442 points) at June 30, 2021. The Company has delivered improved performance during the year on the back of record high sales revenue of Rs. 55.17 billion, which has translated into an earning per share of Rs. 8.19, which is nothing short of a feat from loss per share of Rs. 0.89 in the corresponding period previous year. Aisha has managed once again to maintain market confidence, which is evident with an improvement in annual trade volume, which was at 1,887.71 million (FY2020: 209.68 million).

Notes

N1 - Due to losses dilution of earnings per share had anti-dilutive effect for financial year 2014, 2015, 2016, 2019 and 2020, therefore, the same has not been disclosed and presented.

Capital Structure Ratios

Description	Formula	2021	2020	2019	2018	2017	2016
Financial Leverage Ratio (Times)	Total Debt / Total Equity	1.00	2.38	2.49	1.22	1.15	3.65
Weighted Average Cost of Debt (%) (N1)	Total Interest / Total Debt	8%	17%	11%	10%	8%	8%
Debt to equity ratio (book value)	Total Long Term Debt / Equity	35:65	54:46	47:53	39:61	44:56	69:31
Debt to equity ratio (market value)	Market Value (MV) of Long Term Debt / MV of Equity	27:73	54:46	50:50	28:72	26:74	55:45
Interest Cover Ratio (Times)	EBTI / Finance Cost	6.63	0.60	0.78	2.78	1.93	0.81
Market Value per share (Symbol: ASL)							
- High (Rs. / Share)	N/A	28.26	11.70	17.77	23.94	29.63	10.76
- Low (Rs. / Share)	N/A	9.04	6.30	7.45	14.85	7.65	6.80
- Closing (Rs. / Share)	N/A	24.91	9.21	9.20	15.77	20.34	7.73
Total Volume Traded (Number of shares in million)	N/A	1,887.71	209.68	413.82	1,276.43	2,670.00	44.14

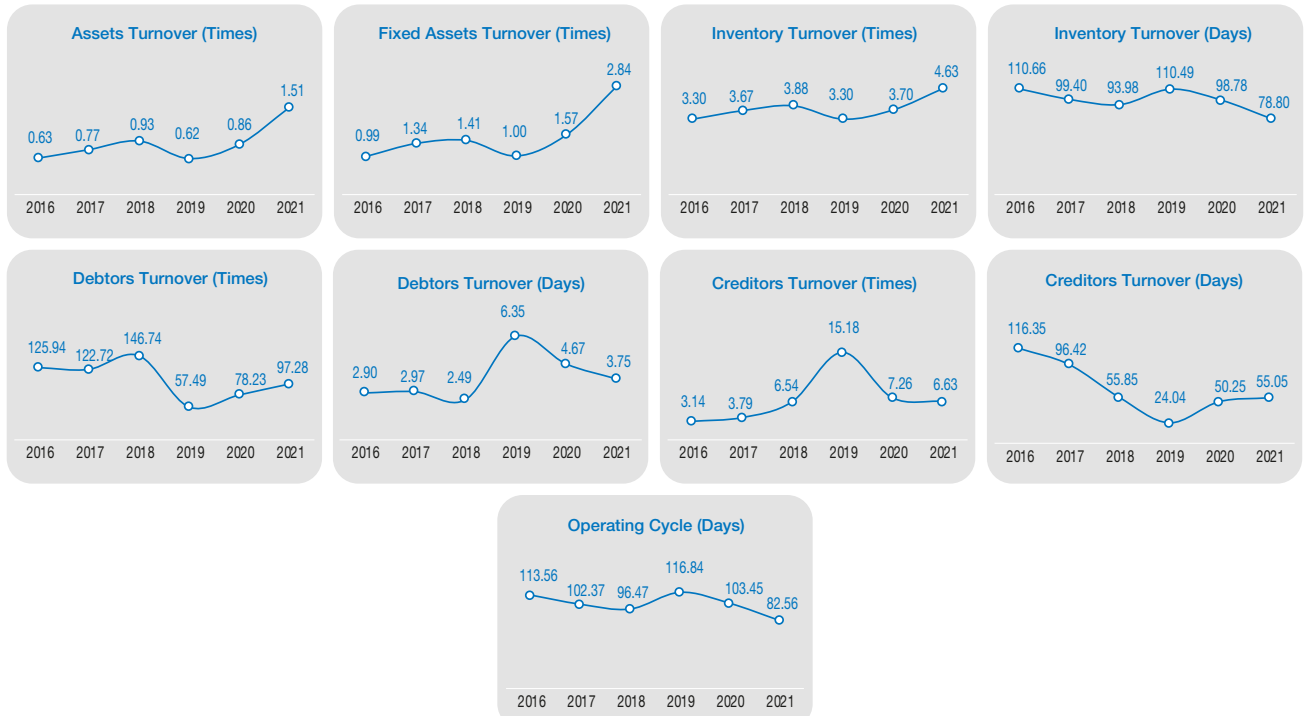


In the current year, the Company was able to get back on the low-gearing trajectory which had been impaired in 2019. During the year, the entity had attained operational profitability due to sales at better margin backed by robust demand for CRC & GI, due to improving industrial activity trends. The profitability in turn led to an improved gearing. Furthermore, the interest cover ratios improved due to the overall operations being supported by improved gearing and less reliance on short-term finance leading to a lower average finance cost and short-term debt profile.

N1- the weighted average cost of debt has been calculated on the basis of average debt outstanding.

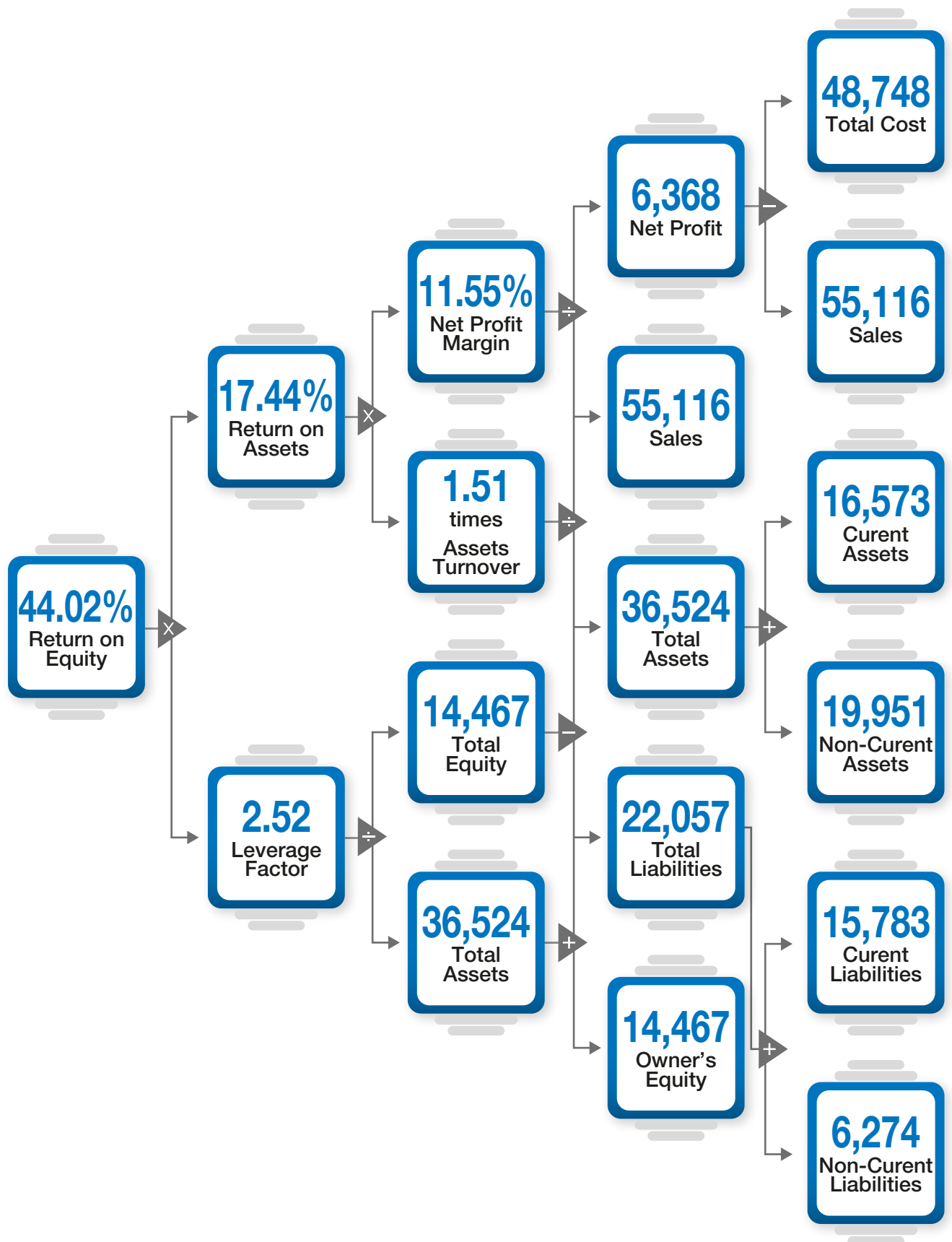
Activity Ratios

Description	Formula	2021	2020	2019	2018	2017	2016
Total Assets Turnover Ratio (Times)	Net Sales / Total Assets	1.51	0.86	0.62	0.93	0.77	0.63
Fixed Assets Turnover Ratio (Times)	Net Sales / Total Fixed Assets	2.84	1.57	1.00	1.41	1.34	0.99
Inventory Turnover	Cost of Goods Sold / Average Inventory	4.63	3.70	3.30	3.88	3.67	3.30
Inventory Turnover (Days)	Average Inventory / Cost of Goods Sold x 365	78.80	98.78	110.49	93.98	99.40	110.66
Debtors Turnover	Sales / Average Receivable	97.28	78.23	57.49	146.74	122.72	125.94
Debtors Turnover (Days)	Average Receivables / Sales x 365	3.75	4.67	6.35	2.49	2.97	2.90
Creditors Turnover	Cost of Goods Sold / Average Creditors	6.63	7.26	15.18	6.54	3.79	3.14
Creditors Turnover (Days)	Average Creditors / Cost of Goods Sold x 365	55.05	50.25	24.04	55.85	96.42	116.35
Operating Cycle (Days)	Days in Inventory + Days in Receivables	82.56	103.45	116.84	96.47	102.37	113.56



Operational cycle that had deteriorated in 2019 and 2020 due to higher inventory levels and lower sales volume, improved during the year. The robust demand for CRC and GI, on account of improving industrial activity and efficient inventory management led to improvement in inventory cycles during the year. The record high increase in revenue by 85% (FY2021 Rs. 55.12 billion | FY2020: Rs. 29.78 billion) compared to a 5% increase in total asset, translated to a higher asset turnover.

DuPont Analysis



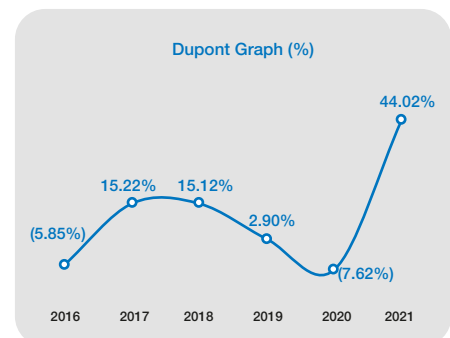
DuPont Analysis

DuPont Analysis (Rs. In Million)

		2021	2020	2019	2018	2017	2016
A	Non-current Liabilities	6,274	9,462	7,273	4,934	5,078	5,355
B	Current Liabilities	15,783	16,972	16,711	7,001	6,406	7,342
C = A+B	Total Liabilities	22,057	26,433	23,984	11,935	11,484	12,697
D	Non-current Assets	19,951	21,227	21,560	14,366	11,959	10,884
E	Current Assets	16,573	13,304	11,171	6,060	6,225	4,468
F = D + E	Total Assets	36,524	34,531	32,731	20,426	18,184	15,352
G = C - F	Owners' Equity	14,467	8,097	8,747	8,491	6,700	2,655
H	Sales	55,116	29,777	20,231	18,904	14,076	9,634
I	Total Cost	48,748	30,394	19,977	17,620	13,056	9,789
J = H - I	Net Profit / (Loss)	6,368	(617)	254	1,284	1,020	(155)
K = J / H	Net Profit / Loss Margin (%)	11.55%	(2.07%)	1.26%	6.79%	7.25%	(1.61%)
L = H / F	Assets Turnover (Times)	1.51	0.86	0.62	0.93	0.77	0.63
M = F / G	Leverage Factor (Times)	2.52	4.26	3.74	2.41	2.71	5.78
N = K x L	Return on Assets (%)	17.44%	(1.79%)	0.78%	6.29%	5.61%	(1.01%)
O = M x N	Return on Equity (%)	44.02%	(7.62%)	2.90%	15.12%	15.22%	(5.85%)

Analysis

- The overall profitability trend, which was impaired on account of economic and political downturn in FY2019 and FY2020, recovered in FY2021. The improved industrial activity and a V-shaped economic recovery facilitated improved revenue, leading to the Company achieving a record sales volume of 379,622 tons, i.e. 47% higher than the corresponding period last year. The upward rising trend in the international steel market coupled with high local demand eventually led to higher margins and improved profitability.
- Asset turnover has improved gradually year by year, which shows incremental approach to growth and focus on better utilization of resources each year. The Company, witnessed a 76% increase in asset turnover ratio during the year which is primarily due to significant increase in revenue as compared to last year,
- The leverage ratio has improved by 40% during the year on account of improved profitability while maintaining almost the same asset base.



Conclusion

The overall DuPont analysis depicts a trend of recovery in the return on equity of the Company. In 2019, return on equity had deteriorated on account of unstable political situation and the lowering of demand on account of economic downturn. In the current year, a positive return on equity has been reported on account of improving economic trends backed by expansionary government policies, coupled with favourable prices trends due to price rise in the international steel market.

Horizontal Analysis

Statement of Financial Position

	2021		2020		2019		2018		2017		2016	
	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%
Assets												
Non-Current Assets	19,951	-6%	21,227	-2%	21,560	50%	14,366	20%	11,959	10%	10,884	-3%
Current Assets	16,573	25%	13,304	19%	11,171	84%	6,060	-3%	6,225	39%	4,468	7%
Total Assets	36,524	6%	34,531	5%	32,731	60%	20,426	12%	18,184	18%	15,352	0%

Equity and Liabilities

Shareholders' Equity	14,467	79%	8,097	-7%	8,747	3%	8,491	27%	6,700	152%	2,655	-6%
Non-Current Liabilities	6,274	-34%	9,462	30%	7,273	47%	4,934	-3%	5,078	-5%	5,355	-5%
Current Liabilities	15,783	-7%	16,972	2%	16,711	139%	7,001	9%	6,406	-13%	7,342	6%
Total Equity and Liabilities	36,524	6%	34,531	5%	32,731	60%	20,426	12%	18,184	18%	15,352	0%

Statement of Profit & Loss

	2021		2020		2019		2018		2017		2016	
	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%
Revenue	55,116	85%	29,777	47%	20,231	7%	18,904	34%	14,076	46%	9,634	1%
Cost of sales	(43,931)	60%	(27,411)	48%	(18,553)	19%	(15,590)	30%	(11,989)	39%	(8,654)	-8%
Gross profit	11,185	373%	2,366	41%	1,678	-49%	3,314	59%	2,087	113%	980	2,290%
Selling and distribution cost	(239)	469%	(42)	68%	(25)	32%	(19)	0%	(19)	-5%	(20)	-47%
Administrative expenses	(356)	12%	(319)	28%	(249)	30%	(191)	2%	(188)	20%	(156)	26%
Profit from operations	10,590	428%	2,005	43%	1,404	-55%	3,104	65%	1,880	134%	804	-764%
Other expenses	(977)	100%	-	-100%	(3)	-98%	(144)	120%	(65)	-100%	-	0%
Other Income	499	1213%	38	-27%	52	49%	35	119%	16	36%	25	317%
Finance cost	(1,524)	-55%	(3,386)	82%	(1,865)	73%	(1,079)	14%	(949)	-7%	(1,021)	-26%
Profit / (loss) before taxation	8,588	739%	(1,343)	226%	(412)	-121%	1,916	117%	882	559%	(192)	-87%
Taxation	(2,220)	-406%	726	-9%	666	205%	(632)	-558%	138	273%	37	-87%
Profit / (loss) for the year	6,368	1,132%	(617)	-343%	254	-80%	1,284	26%	1,020	758%	(155)	87%

Comments on Horizontal Analysis

Statement of Financial Position

Non-current assets have witnessed a decrease due to utilization of deferred tax asset on account of adjustment of brought forward tax loss. On the other hand, current assets have increased majorly on account of rising inventory levels due to stock in transit amounting to Rs. 4.63 billion (FY2020: Rs. 1.48 billion) as at June 30, 2021.

Shareholders' equity has improved during the year due to improved performance and higher profitability. The decrease in long-term liabilities is due to repayment of long-term debt whereas short-term liabilities have decreased on account of decrease in average borrowing levels and decrease in applicable borrowing rates.

Profitability

The Company has demonstrated steady growth in revenue over the years. Current year saw a record high sales revenue generation of Rs. 55.12 billion which was based on robust demand of CRC and GI and upward rising price trend which further translated into higher cumulative profits. The decrease in average short-term borrowing levels contributed to a finance cost lower than the prior period.

Vertical Analysis

Statement of Financial Position

	2021		2020		2019		2018		2017		2016	
	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%
Assets												
Non-Current Assets	19,951	55%	21,227	61%	21,560	66%	14,366	70%	11,959	66%	10,884	71%
Current Assets	16,573	45%	13,304	39%	11,171	34%	6,060	30%	6,225	34%	4,468	29%
Total Assets	36,524	100%	34,531	100%	32,731	100%	20,426	100%	18,184	100%	15,352	100%

Equity and Liabilities

Shareholders' Equity	14,467	40%	8,097	23%	8,747	27%	8,491	42%	6,700	37%	2,655	17%
Non-Current Liabilities	6,274	17%	9,462	27%	7,273	22%	4,934	24%	5,078	28%	5,355	35%
Current Liabilities	15,783	43%	16,972	49%	16,711	51%	7,001	34%	6,406	35%	7,342	48%
Total Equity and Liabilities	36,524	100%	34,531	100%	32,731	100%	20,426	100%	18,184	100%	15,352	100%

Statement of Profit & Loss

	2021		2020		2019		2018		2017		2016	
	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%	Rs. In Million	%
Revenue	55,116	100%	29,777	100%	20,231	100%	18,904	100%	14,076	100%	9,634	100%
Cost of sales	(43,931)	80%	(27,411)	92%	(18,553)	92%	(15,590)	-82%	(11,989)	-85%	(8,654)	-90%
Gross profit	11,185	20%	2,366	8%	1,678	8%	3,314	18%	2,087	15%	980	10%
Selling and distribution cost	(239)	0%	(42)	0%	(25)	0%	(19)	0%	(19)	0%	(20)	0%
Administrative expenses	(356)	-1%	(319)	-1%	(249)	-1%	(191)	-1%	(188)	-1%	(156)	-2%
Profit from operations	10,590	19%	2,005	7%	1,404	7%	3,104	16%	1,880	13%	804	8%
Other expenses	(977)	-2%	-	0%	(3)	0%	(144)	-1%	(65)	0%	-	0%
Other Income	499	1%	38	0%	52	0%	35	0%	16	0%	25	0%
Finance cost	(1,524)	-3%	(3,386)	-11%	(1,865)	-9%	(1,079)	-6%	(949)	-7%	(1,021)	-11%
Profit / (loss) before taxation	8,588	16%	(1,343)	-5%	(412)	-2%	1,916	10%	882	6%	(192)	-2%
Taxation	(2,220)	-4%	726	2%	666	3%	(632)	-3%	138	1%	37	0%
Profit / (loss) for the year	6,368	12%	(617)	-2%	254	1%	1,284	7%	1,020	7%	(155)	-2%

Comments on Vertical Analysis

Statement of Financial Position

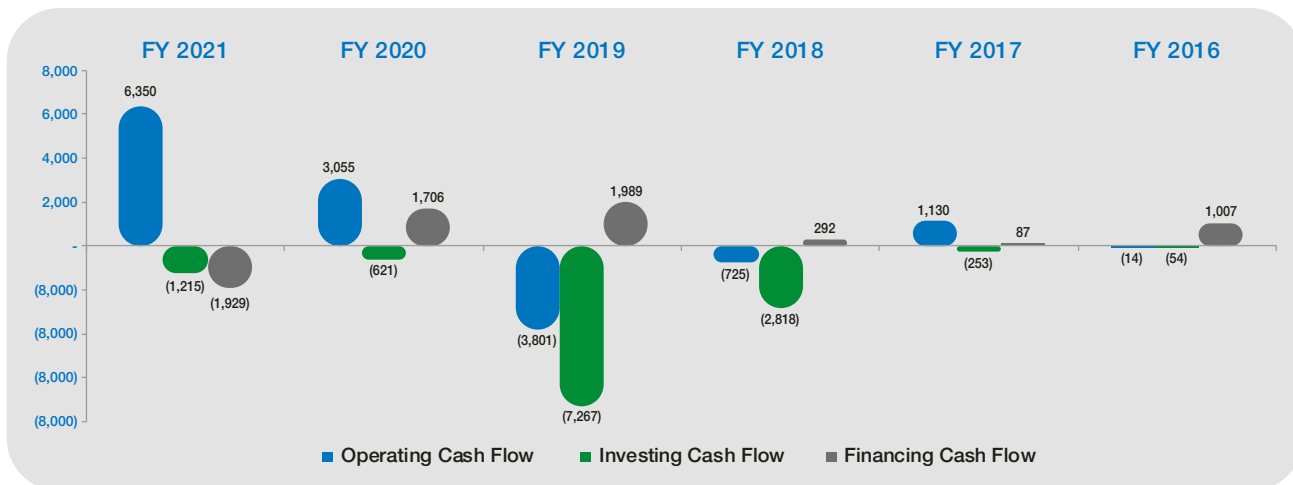
The current assets have increased primarily due to higher in-transit inventory which amounted to Rs. 4.63 billion (FY2020: Rs. 1.48 billion). Furthermore, non-current assets have witnessed a decrease due to utilization of deferred tax asset on account of adjustment of brought forward tax loss. Non-current liabilities have decreased due to repayment of principal during the year. Further, the current liabilities declined due to lower average short-term borrowing levels maintained on account of higher average monthly sales generation.

Profit or Loss

The company has obtained higher revenue during the year which has translated in to higher margins and hence gross profits. The increase in revenue is because of higher demand during the year which had responded to the improving industrial activity which has responded to V-shaped economic growth. During the year, the average short term borrowings has decreased, due to better operational cash flows based on account of improved average monthly sale, leading to lower finance cost to the Company.

Summary of Cash Flow Statement

	2021	2020	2019	2018	2017	2016
	----- Rs. In Million -----					
Cash generated / (used in) from operations	8,964	6,165	(2,901)	395	1,918	879
Income tax paid	(1,046)	(116)	(152)	(540)	(80)	(127)
Mark-up on loans paid	(1,580)	(3,025)	(724)	(583)	(703)	(764)
Return on bank deposits received	33	15	10	12	3	4
Staff retirement benefit paid	(8)	(5)	(5)	(6)	(8)	(8)
Decrease in long-term loans and advances	-	-	-	(2)	-	-
(Increase) / decrease Increase in long-term deposits	(13)	20	(29)	(1)	-	2
Net cash generated / (used in) from operating activities	6,350	3,054	(3,801)	(725)	1,130	(14)
Purchase of property, plant and equipment	(1,184)	(628)	(7,270)	(2,823)	(256)	(61)
Purchase of intangibles	(34)	-	-	-	-	-
Sale proceeds from disposal of property, plant and equipment and intangible assets	3	7	3	5	3	7
Net cash used in investing activities	(1,215)	(621)	(7,267)	(2,818)	(253)	(54)
Proceeds from issue of share capital	-	-	-	148	2,177	-
Long term loan obtained / (repaid) - net	(1,908)	1,731	2,193	(65)	(800)	(10)
Short-term borrowings obtained / (paid)	-	-	(175)	175	(1,288)	1,038
Repayment of sponer's Loan	-	-	-	-	-	(18)
(Decrease) / Increase in liabilities against assets subject to finance leases	(21)	(25)	(29)	34	(2)	(3)
Net cash (used in) / generated from financing activities	(1,929)	1,706	1,989	292	87	1,007
Net increase / (decrease) in cash and cash equivalents	3,206	4,139	(9,079)	(3,251)	964	939
Cash and cash equivalents at beginning of the year	(9,764)	(13,903)	(4,824)	(1,573)	(2,537)	(3,476)
Cash and cash equivalents at end of the year	(6,558)	(9,764)	(13,903)	(4,824)	(1,573)	(2,537)



Comments on Cash Flow Analysis

Cash flows from operating activities has significantly improved since FY2019, when the company was facing liquidity crunch due to increased inventory days coupled with PKR Devaluation, inflating the working capital requirements of the Company. Since then, Company has successfully managed to continuously improve its inventory days, debtor days and thus operating cycle days. This, coupled with improved profitability has resulted in significant increase in cash flows generated from operations.

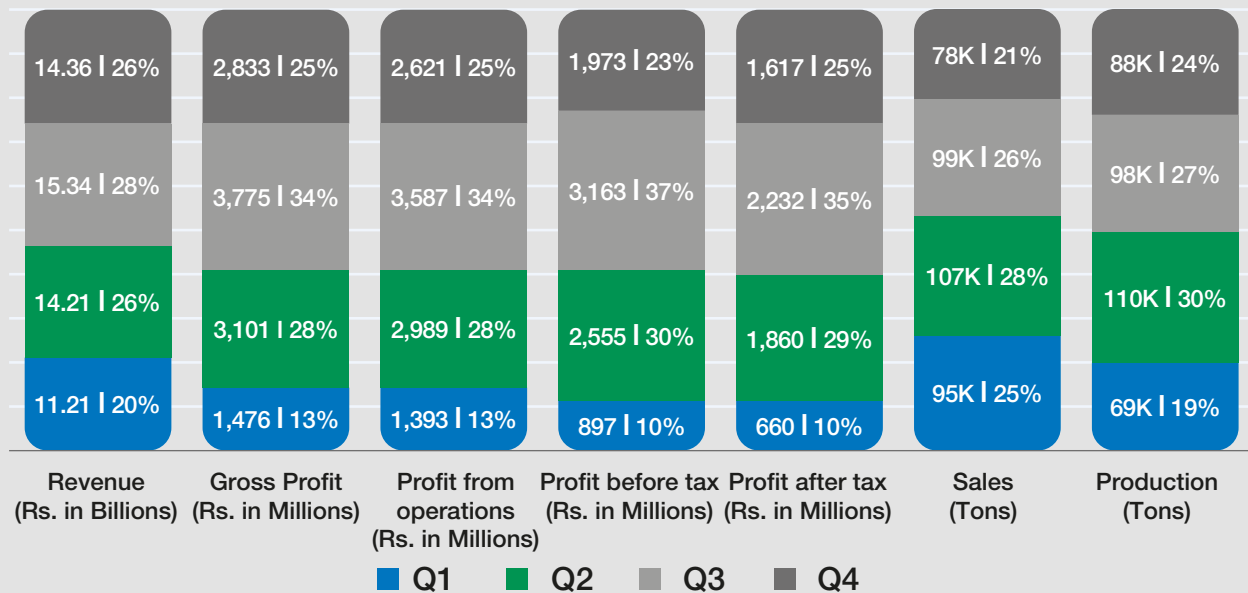
Net cash used in investing activities exhibits cash utilization on account of fixed capital expenditure. Significant increase in fixed capital expenditures represents replacement of capital spares and additions plant and machinery during the year.

Cash flows from financing activities depends on net cash requirements of the Company. The decrease represents repayment of long term debt during the year.

Results Reported in Interim Financial Statements & Final Accounts

FY 2021	1st QTR	2nd QTR	3rd QTR	4th QTR	FY 2021
	Rs. In '000				
Revenue	11,205,862	14,211,160	15,336,609	14,362,740	55,116,371
Cost of sales	(9,729,701)	(11,110,247)	(11,561,432)	(11,529,624)	(43,931,004)
Gross profit	1,476,161	3,100,913	3,775,177	2,833,116	11,185,367
Selling and distribution cost	(12,112)	(31,168)	(106,116)	(89,665)	(239,061)
Administrative expenses	(71,316)	(81,061)	(82,087)	(122,239)	(356,703)
	(83,428)	(112,229)	(188,203)	(211,904)	(595,764)
Profit from operations	1,392,733	2,988,684	3,586,974	2,621,212	10,589,603
Other expenses	(64,264)	(195,865)	(239,042)	(477,849)	(977,020)
Other income	12,156	22,758	21,000	443,454	499,368
Finance cost	(443,518)	(260,667)	(206,069)	(613,849)	(1,524,103)
Profit before taxation	897,107	2,554,910	3,162,863	1,972,968	8,587,848
Taxation	(236,883)	(694,940)	(931,333)	(356,344)	(2,219,500)
Profit after taxation	660,224	1,859,970	2,231,530	1,616,624	6,368,348
Sales Qty (Tons)	94,878	107,369	99,398	77,977	379,622
Production Qty (Tons)	69,201	109,868	97,718	88,487	365,274

Comparison of Interim Results



Quarterly Results Analysis

Quarter 1

With the decline of COVID-19 cases in Pakistan and government measures to gradually open the economy, coupled with much needed policy changes that included reduction in policy rate to 8%, the steel demand picked up sharply. Sales quantity during the quarter increased by 110% as compared to the previous quarter (Q1FY21: 94,878 tons | Q4FY20: 44,985 tons). Moreover, sales quantity during the quarter, compared to corresponding period, also increased by 79% (Q1FY21: 94,878 tons | Q1FY20: 52,868 tons).

Recovery in international steel prices was also observed, following decline in COVID-19 cases in China, prices which fell back to the levels of US\$400 per ton increased to the level of US\$520 in the Q1FY21. With this gradual increase in prices, pressure on margins was released, resulting in increase in gross profit percentage by 6% as compared to the previous quarter and 4% as compared to corresponding period (Q1FY21: 13% | Q4FY20: 7% | Q1FY20: 9%)

Increase in consumer demand, coupled with better margins, and reduced finance cost, collectively contributed well in earning profit after four consecutive loss-making quarters.

Quarter 2

Steel prices strengthened further to US\$700 in December, 2020, so as the margins, which significantly improved by 9% from Q1FY21 and 16% from Q2FY20, touched the level of 22%.

Improved margin on one hand and higher dispatch volume on the other in Q2FY21 (107,369 tons) set the steering tone for the Company. Moreover, strengthening PKR against USD served as a cream on the cake. With revenue of Rs. 25.42 billion in H1FY21, borrowings reduced to all time low level of Rs. 5.08 billion. Above facts rolled up to generate profit of Rs. 1.86 billion for Q2FY21, as against loss of Rs. 0.08 billion when comparing to Q2FY20.

Quarter 3

Our dreams further, rolled up to reality with highest ever revenue (Rs. 15.34 billion), margins (25%), volume (99,398 tons) and profit (Rs. 2.23 billion) in Q3FY21. Steel prices further strengthened to US\$ 750 per ton. Automotive and construction sector roared the flat steel demand thereby stimulating the over all economy resulting in extra ordinary results.

Continued appreciation of PKR also added to our cup where profits exceeded Rs. 4.75 billion, higher than the cumulative profits earned in FY2017, FY2018 and FY2019.

Company's strategies reaped organic growth capturing market share together with focus on exports. In 9MFY21 exports reached 12,921 tons, higher by 18 times (718 tons in FY2020).

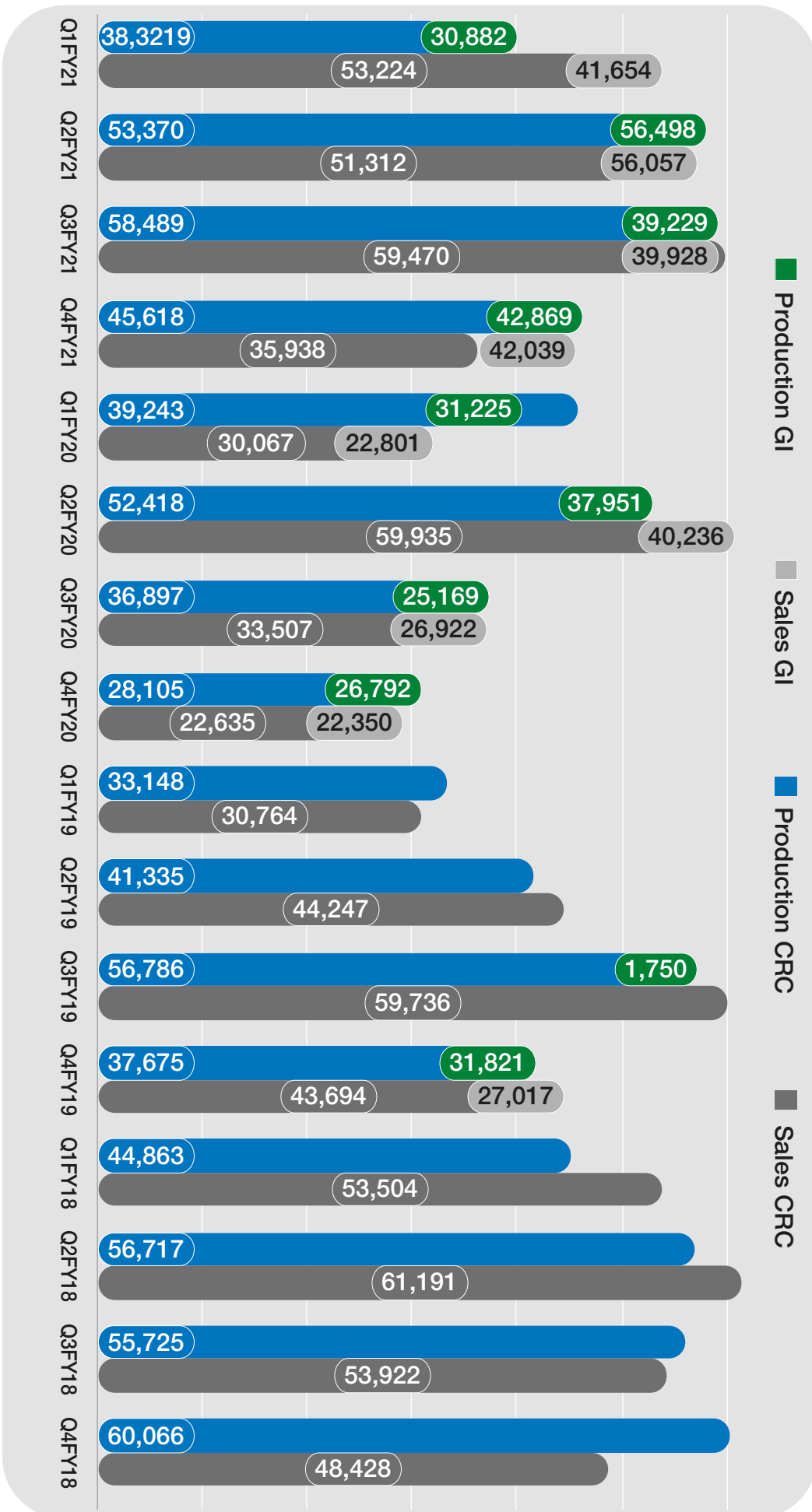
Quarter 4

HRC prices rocketed to unprecedented level of US\$ 1,100 per ton which lowered the volume to 88,487 tons in Q4FY21. Despite demand, production in various sectors curtailed as market anticipated dropping of international prices.

Q4FY21 once again posed with challenge of weakening PKR, which when coupled with lower volume, resulted in higher finance cost, though gross margins were stable (20% for Q4FY21).

Highest ever market share and routing meaningful volume in export was the key performance of FY2021, thereby pocketing profit after tax of Rs. 6.37 billion (Q4FY21: Rs. 1.62 billion).

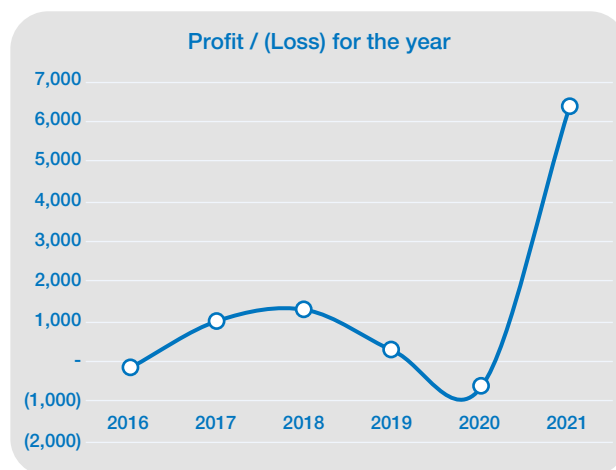
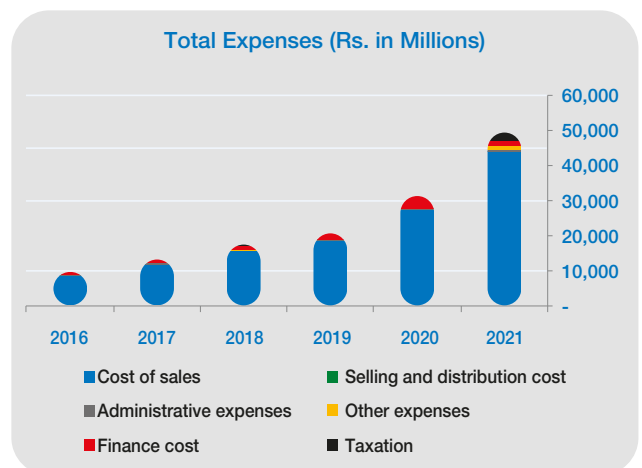
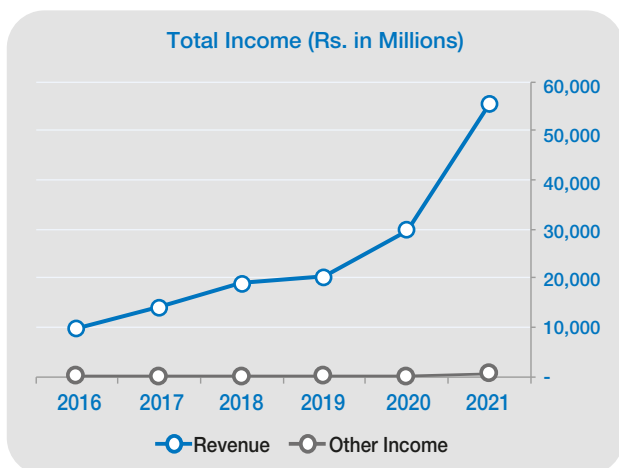
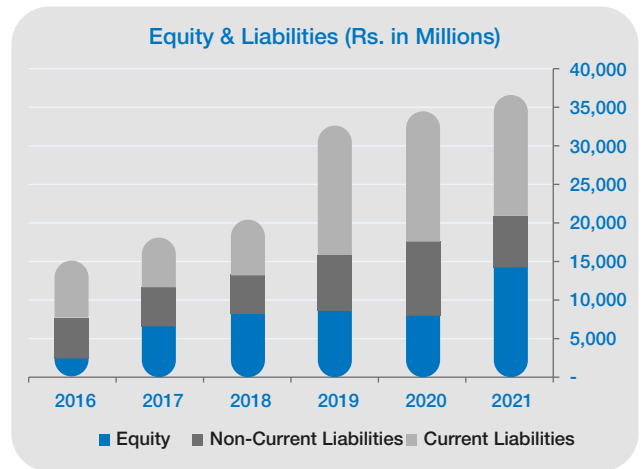
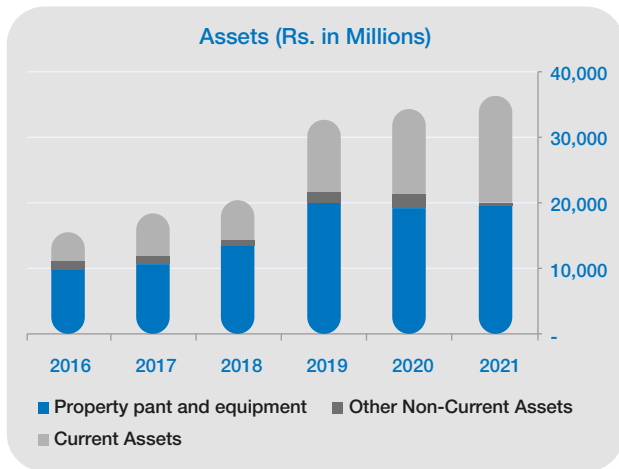
Historical Sales & Production Statement - cont'd



Historical Sales & Production Statement

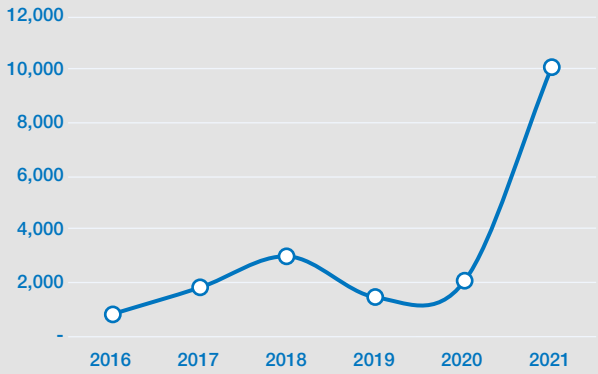
Description	Product	2021				2020			
		Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY20	Q2FY20	Q3FY20	Q4FY20
Production	CRC	38,319	53,370	58,489	45,618	39,243	52,418	36,897	28,105
	GI	30,882	56,498	39,229	42,869	31,225	37,951	25,169	26,792
	Total	69,201	109,868	97,718	88,487	70,468	90,369	62,066	54,897
	Product	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY18	Q2FY18	Q3FY18	Q4FY18
	CRC	33,148	41,335	56,786	37,675	44,863	56,717	55,725	60,066
	GI	-	-	1,750	31,821	-	-	-	-
	Total	33,148	41,335	58,536	69,496	44,863	56,717	55,725	60,066
	Product	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY20	Q2FY20	Q3FY20	Q4FY20
	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	
Sales	Product	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY18	Q2FY18	Q3FY18	Q4FY18
	CRC	30,764	44,247	59,736	43,694	53,504	61,191	53,922	48,428
	GI	-	-	-	27,017	-	-	-	-
	Total	30,764	44,247	59,736	70,711	53,504	61,191	53,922	48,428

Graphical Representation of ASML

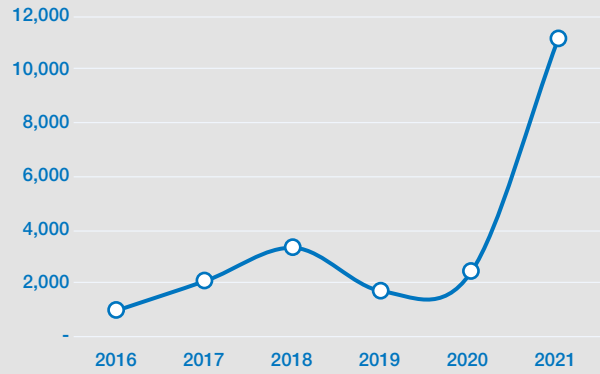


Graphical Representation of ASML - Cont'd.

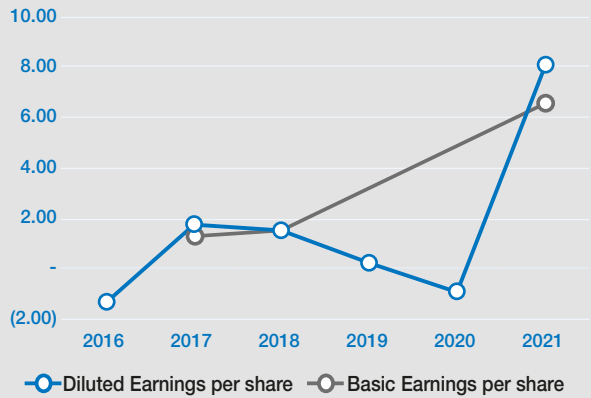
Profit / (Loss) from operations



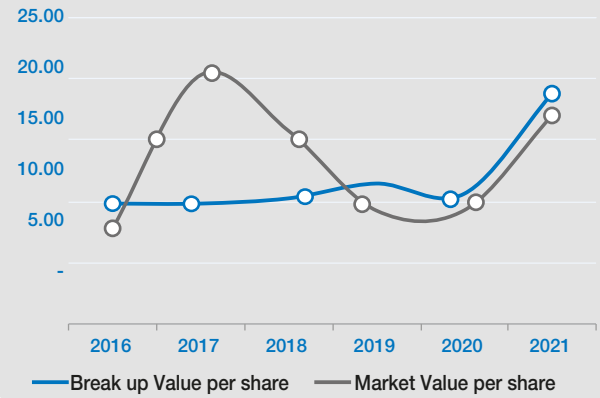
Gross Profit (Rs. in '000)



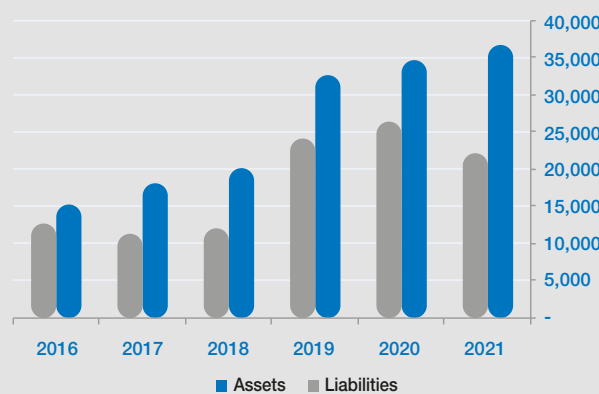
Earnings per Share (Rs. per Share)



Value Per Share



Assets & Liabilities (Rs. in Millions)



Graphical Representation of ASML - Cont'd.

