

Ref: IIL/19-20_____

April 22, 2020

The General Manager,
Pakistan Stock Exchange Ltd,
Stock Exchange Building,
Stock Exchange Road,
Karachi.

Sub: **FINANCIAL RESULT FOR THE QUARTER ENDED MARCH 31, 2020**

Dear Sir,

We have to inform you that the Board of Directors of our Company in their Meeting held on Wednesday the 22nd day of April 2020 at 11.00 a.m. at Company's registered office located at 17-Bangalore Town, Main Shahrah-e-Faisal, Karachi have approved the following:

- 1) Interim cash dividend /Bonus Shares for the quarter ended March 31, 2020. "NIL". This is in addition to Interim Cash Dividend already paid at Rs. 0.50/- per share i.e. 5%.
- 2) The financial results of the Company are enclosed with this letters as annexure "A" & "B".

The Quarterly Report of the Company for the nine months period ended March 31, 2020 will be transmitted through PUCARS within the specified time.

Regards,

For ISMAIL INDUSTRIES LIMITED



Ghulam Farooq
Company Secretary

Encl: As above

ISMAIL INDUSTRIES LIMITED

Annexure "A"

UNCONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)

FOR THE NINE-MONTHS PERIOD ENDED MARCH 31, 2020

	Nine-months period ended		Quarter ended	
	March 31, 2020	March 31, 2019	March 31, 2020	March 31, 2019
	Rupees	Rupees	Rupees	Rupees
Sales - gross	31,711,426,262	28,538,306,403	10,270,620,497	10,144,224,528
Sales return & discounts	(1,563,466,817)	(1,485,966,354)	(699,422,898)	(791,155,936)
Export Rebate	8,130,997	6,317,329	2,321,453	2,849,975
	(1,555,335,820)	(1,479,649,025)	(697,101,445)	(788,305,961)
Sales	30,156,090,442	27,058,657,378	9,573,519,052	9,355,918,567
Sales tax	(4,417,008,963)	(4,008,714,142)	(1,438,395,005)	(1,416,952,896)
Net sales	25,739,081,479	23,049,943,236	8,135,124,047	7,938,965,671
Cost of sales	(20,281,564,076)	(17,775,689,032)	(6,460,252,495)	(6,077,178,306)
Gross profit	5,457,517,403	5,274,254,204	1,674,871,552	1,861,787,365
Selling and distribution expenses	(3,399,241,118)	(2,968,391,323)	(1,127,843,125)	(1,150,519,156)
Administrative expenses	(447,079,342)	(409,398,351)	(166,867,883)	(149,256,414)
	(3,846,320,460)	(3,377,789,674)	(1,294,711,008)	(1,299,775,570)
Operating profit	1,611,196,943	1,896,464,530	380,160,544	562,011,795
Other expenses	(125,850,815)	(285,534,071)	(32,222,628)	(150,856,611)
	1,485,346,128	1,610,930,459	347,937,916	411,155,184
Other income	200,713,933	214,200,121	58,857,382	62,341,751
	1,686,060,061	1,825,130,580	406,795,298	473,496,935
Finance cost	(984,630,523)	(591,096,289)	(394,129,168)	(271,741,601)
	701,429,538	1,234,034,291	12,666,130	201,755,334
Share of profit from associate	197,345,585	(74,950,317)	173,273,298	(111,514,364)
Profit before income tax	898,775,123	1,159,083,974	185,939,428	90,240,970
Income tax expense	(208,494,155)	(310,577,392)	(107,426,696)	51,014,366
Profit for the period	690,280,968	848,506,582	78,512,732	141,255,336
Earnings per share - basic and diluted	10.82	13.30	1.23	2.21



ISMAIL INDUSTRIES LIMITED

CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)

FOR THE NINE-MONTHS PERIOD ENDED MARCH 31, 2020

Annexure "B"

	Nine-months period ended		Quarter ended	
	March 31, 2020	March 31, 2019	March 31, 2020	March 31, 2019
	Rupees	Rupees	Rupees	Rupees
Sales - gross	31,912,027,169	28,641,888,895	10,372,319,244	10,174,916,008
Sales return & discounts	(1,578,541,932)	(1,490,507,895)	(705,165,557)	(794,952,283)
Export Rebate	8,130,997	6,317,329	2,321,453	2,849,975
	(1,570,410,935)	(1,484,190,566)	(702,844,104)	(792,102,308)
Sales	30,341,616,234	27,157,698,329	9,669,475,140	9,382,813,700
Sales tax	(4,417,008,963)	(4,008,714,142)	(1,438,395,005)	(1,416,952,896)
Net sales	25,924,607,271	23,148,984,187	8,231,080,135	7,965,860,804
Cost of sales	(20,512,425,543)	(17,868,867,149)	(6,562,437,323)	(6,082,520,170)
Gross profit	5,412,181,728	5,280,117,038	1,668,642,812	1,883,340,634
Selling and distribution expenses	(3,635,032,814)	(3,084,772,954)	(1,231,095,765)	(1,199,968,721)
Administrative expenses	(517,424,236)	(442,241,986)	(200,806,585)	(161,744,629)
	(4,152,457,050)	(3,527,014,940)	(1,431,902,350)	(1,361,713,350)
Operating profit	1,259,724,678	1,753,102,098	236,740,462	521,627,284
Other expenses	(125,850,815)	(285,534,070)	(32,222,628)	(150,856,610)
	1,133,873,863	1,467,568,028	204,517,834	370,770,674
Other income	202,811,040	214,556,627	59,840,753	62,341,751
	1,336,684,903	1,682,124,655	264,358,587	433,112,425
Finance cost	(1,029,488,110)	(623,410,427)	(407,612,831)	(281,612,872)
	307,196,793	1,058,714,228	(143,254,244)	151,499,553
Share of profit from associate	197,345,585	(74,950,317)	173,273,298	(111,514,364)
Profit before income tax	504,542,378	983,763,911	30,019,054	39,985,189
Income tax expense	(208,494,155)	(310,577,392)	(107,426,696)	51,014,366
Profit for the period	296,048,223	673,186,519	(77,407,642)	90,999,555
Profit for the period attributable to:				
Shareholders of the Holding Company	409,223,631	723,516,990	(32,646,389)	105,426,866
Non-controlling interest	(113,175,408)	(50,330,471)	(44,761,253)	(14,427,311)
	296,048,223	673,186,519	(77,407,642)	90,999,555
Earnings per share - basic and diluted	6.41	11.34	(0.51)	1.65

