



Company Name

Dilmah Ceylon Te...

Fiscal Year

2020/21

Quarter, Fiscal...

1 (Quarter) + June (Fisc...

## Profit & Loss Account - (P & L)

Description	CY_CM_Amount	%ofSales CY_CM	Per KG CY_CM	YTD_Amount	%ofSales YTD	Per KG YTD	LY_SM_Amount	%ofSales LY_SM	Per KG LY_S
Total Export Volume - Kgs	581,396			1,067,843			483,748		
Total Local Volume - Kgs	0			0			0		
Turnover									
Exports Sales	1,179,853,080	100.00%	2,029	2,026,647,237	100.00%	1,897.89	966,534,921	100.00%	1,998
Total Turnover	1,179,853,080	100.00%	2,029	2,026,647,237	100.00%	1,897.89	966,534,921	100.00%	1,998
Sales Discount Given	(232,727)	-0.02%	(0)	(232,727)	-0.01%	-0.22	0	0.00%	0
Net Turnover	1,179,620,353	99.98%	2,029	2,026,414,510	99.99%	1,897.67	966,534,921	100.00%	1,998
Cost of Good Sold - Tea	(297,542,077)	-25.22%	(512)	(538,531,101)	-26.57%	-504.32	(220,914,080)	-22.86%	-456
Cost of Good Sold - PM	(254,685,563)	-21.59%	(438)	(410,197,070)	-20.24%	-384.14	(208,400,699)	-21.56%	-430
Cost of Good Sold - Other	(12,311,725)	-1.04%	(21)	(20,617,609)	-1.02%	-19.31	(3,934,180)	-0.41%	-8
Cost of Good Sold - Food & Beverages									
Overhead Absorbtion	(5,255,671)	-0.45%	(9)	1,380,270	0.07%	1.29	(5,122,541)	-0.53%	-10
Total Cost of Good Sold	(569,795,036)	-48.29%	(980)	(967,965,510)	-47.76%	-906.47	(438,371,501)	-45.35%	-906
Gross Margin	609,825,317	51.69%	1,049	1,058,448,999	52.23%	991.20	528,163,420	54.65%	1,091
Direct Expenses									
Direct Expense	(5,694,377)	-0.48%	(10)	(13,796,289)	-0.68%	-12.92	(8,015,524)	-0.83%	-16
Factory Overheads	(61,623,935)	-5.22%	(106)	(154,400,686)	-7.62%	-144.59	(61,385,849)	-6.35%	-126
Factory Depreciation	(21,094,588)	-1.79%	(36)	(63,270,058)	-3.12%	-59.25	(19,829,236)	-2.05%	-40
Total Direct Expenses	(88,412,900)	-7.49%	(152)	(231,467,032)	-11.42%	-216.76	(89,230,609)	-9.23%	-184
Total Cost of Sales	(658,207,935)	-55.79%	(1,132)	(1,199,432,543)	-59.18%	-1,123.23	(527,602,110)	-54.59%	-1,090
Gross Profit/(Loss)	521,412,418	44.19%	897	826,981,967	40.81%	774.44	438,932,811	45.41%	907
Overheads									
Administration Expenses	(107,074,032)	-9.08%	(184)	(293,978,216)	-14.51%	-275.30	(100,691,781)	-10.42%	-208
Administration Depreciation	(6,163,453)	-0.52%	(11)	(18,558,522)	-0.92%	-17.38	(10,674,311)	-1.10%	-22
Selling & Distribution Expenses	(273,696,207)	-23.20%	(471)	(356,040,400)	-17.57%	-333.42	(320,946,004)	-33.21%	-663
Finance Charges	(4,981,896)	-0.42%	(9)	(14,977,759)	-0.74%	-14.03	(1,655,151)	-0.17%	-3
Total Overheads	(391,915,588)	-33.22%	(674)	(683,554,898)	-33.73%	-640.13	(433,967,247)	-44.90%	-897
Operating Profit	129,496,830	10.98%	223	143,427,069	7.08%	134.31	4,965,564	0.51%	10
Exchange Gain/(Loss)									
Profit or (Loss) on Operations	129,496,830	10.98%	223	143,427,069	7.08%	134.31	4,965,564	0.51%	10
Interest Income	19,080,859	1.62%	33	51,479,488	2.54%	48.21	10,308,114	1.07%	21



CCY In USD - Profit & Loss Account - (P & L)

Amounts in LKR

Amounts in USD

Description	YTD_Amount	LYTD_Amount	Per KG YTD	Per KG LYTD	YTD_Amount_USD	LYTD_Amount_USD	Per KG YTD_USD	Per KG LYTD_USD	Inc
Average Rate									
Net Profit	1,228,088,955	577,927,705	263.67	123.55	7,631,948	16,404,122	1.64	3.51	11
Sundry Income	(52,341,561)	(43,496,161)	-11.24	-9.30	(143,301)	(196,408)	-0.03	-0.04	20
Interest Income	517,992,059	397,852,527	111.21	85.05	2,491,461	2,083,594	0.53	0.45	30
Operating Profit	762,438,457	223,571,340	163.69	47.80	5,283,789	14,516,936	1.13	3.10	24
Total Overheads	(4,264,189,043)	(3,571,041,374)	-915.52	-763.43	(20,096,199)	(18,894,894)	-4.31	-4.04	19
Finance Charges	(180,446,648)	(203,861,430)	-38.74	-43.58	(875,252)	(1,076,319)	-0.19	-0.23	-1
Selling & Distribution Expenses	(2,202,676,469)	(1,917,686,802)	-472.91	-409.97	(10,450,527)	(10,076,216)	-2.24	-2.15	14
Administration Depreciation	(112,970,601)	(87,518,388)	-24.25	-18.71	(542,689)	(465,954)	-0.12	-0.10	29
Administration Expenses	(1,768,095,325)	(1,361,974,754)	-379.61	-291.17	(8,227,731)	(7,276,406)	-1.77	-1.56	29
Overheads									
Gross Profit/(Loss)	5,026,627,500	3,794,612,714	1,079.21	811.23	25,379,988	33,411,830	5.45	7.14	32
Total Cost of Sales	(6,388,763,520)	(5,497,181,871)	-1,371.66	-1,175.21	(31,300,373)	(39,162,620)	-6.72	-8.37	16
Total Direct Expenses	(1,124,601,824)	(944,336,158)	-241.45	-201.88	(5,133,158)	(4,750,413)	-1.10	-1.02	19
Factory Depreciation	(264,164,867)	(271,575,442)	-56.72	-58.06	(1,265,730)	(1,414,389)	-0.27	-0.30	-2
Factory Overheads	(719,318,497)	(598,214,231)	-154.44	-127.89	(3,480,848)	(3,195,759)	-0.75	-0.68	20
Direct Expense	(141,118,460)	(74,546,485)	-30.30	-15.94	(386,581)	(140,266)	-0.08	-0.03	89
Direct Expenses									
Gross Margin	6,151,229,324	4,738,948,872	1,320.66	1,013.11	30,513,146	38,162,243	6.55	8.16	29
Total Cost of Good Sold	(5,264,161,696)	(4,552,845,713)	-1,130.21	-973.33	(26,167,215)	(34,412,207)	-5.62	-7.36	15
Cost of Good Sold - Other	(140,687,359)	(145,600,260)	-30.21	-31.13	(504,143)	(1,060,850)	-0.11	-0.23	-3
Cost of Good Sold - PM	(2,712,728,502)	(1,979,255,962)	-582.42	-423.13	(13,469,353)	(15,740,661)	-2.89	-3.37	37
Cost of Good Sold - Tea	(2,409,813,003)	(2,419,524,257)	-517.38	-517.26	(12,119,698)	(16,971,669)	-2.60	-3.63	-0
Net Turnover	11,415,391,020	9,291,794,585	2,450.87	1,986.44	56,680,361	72,574,450	12.17	15.52	22

Company Name

Dilmah Ceylon Te...

FiscalYear

2021/22

Quarter, Fiscal...

All



MJF Group - Tea Companies

Overhead Analysis

Dilmah Ceylon Tea Company PLC,MJF Exports (Pvt) Ltd

Company Name

Multiple selections

Fiscal Year

2020/21

Quarter, Month ...

1

COMPANYNAME	Dilmah Ceylon Tea Company PLC			MJF Exports (Pvt) Ltd			Total
DISPLAY_TITLE	YTD_Overhead	LYTD_Overhead	% Change from LYTD	YTD_Overhead	LYTD_Overhead	% Change from LYTD	YTD_Ove
<input checked="" type="checkbox"/> Administration Depreciation	18,558,522	31,568,524	-41%	10,083,539	8,731,925	15%	28,64
DEPRECIATION ON COMPUTER HARDWARE	3,975,952	2,261,567	76%	388,365	203,978	90%	4,36
DEPRECIATION ON COMPUTER SOFTWARE	6,274,683	21,951,049	-71%	522,892	329,403	59%	6,79
DEPRECIATION ON FURNITURE & FITTINGS	1,926,560	322,339	498%	3,079,449	2,967,946	4%	5,00
DEPRECIATION ON MOTOR VEHICLES	5,034,240	5,697,156	-12%	3,571,248	3,269,883	9%	8,60
DEPRECIATION ON OFFICE EQUIPMENT	1,347,086	1,336,414	1%	2,151,116	1,704,406	26%	3,49
DEPRECIATION ON OTHERS				370,469	256,308	45%	37
<input checked="" type="checkbox"/> Administration Expenses	294,015,716	291,255,887	1%	35,134,663	40,688,039	-14%	329,15
ADMIN EXPENSES - DOMESTIC SHOPS				0	13,316,077	-100%	
ADMIN EXPENSES - OVERSEAS REP OFFICE	19,777,665	17,116,297	16%		836,138	-100%	19,77
ADMINISTRATION EXP COMM COST	30,000,000	30,000,000	0%	(23,513,514)	(23,513,514)	0%	6,48
ADVERTISING EXPENSES	9,200	3,867	138%				
BOI EXPENSES	130,826	123,743	6%	15,676		Infinity	14
BOLGODA BUNGLOW EXPENSES				25,374	49,105	-48%	2
COLOMBO STOCK EXCHANGE EXPENSES	500	98,366	-99%				
COMMISSION ON LOCAL SALES				1,028,233		Infinity	1,02
COMMUNICATION EXPENSES	3,854,616	4,411,837	-13%	530,298	315,491	68%	4,38
DELIVERY CHARGES				2,906		Infinity	
DONATION-APPROVED CHARITY	40,000,000	30,000,000	33%				40,00
DONATION-OTHERS	3,490,473	20,000	17352%				3,49
ELECTRICITY CHARGES	18,641		Infinity	2,024,422	0	1286834418777851000000%	2,04
Total	916,105,748	1,126,347,255	-19%	63,970,987	70,595,970	-9%	980,07



MJF Group - Tea Companies

Overhead Analysis

Dilmah Ceylon Tea Company PLC

Company Name		FiscalMonthName		April		May		June	
DEPT_CODE	DEPT_NAME	ACCOUNTCODE	ACCOUNTNAME	MTD	LY_SM_MTD	MTD	LY_SM_MTD	MTD	LY_SM_MTD
59	HUMAN RESOURCES	10-30101	SALES - EXPORTS	1,614,064,256.85	1,057,744,183.74	1,860,054,813.38	823,507,800.93	1,99	
		10-30102	SALES - EXPORTS - WEB	346,615.46	2,159,545.67	12,020,379.32	1,947,142.47		
		10-30201	SALES - LOCAL - TEA & COFFEE	78,038,922.38	29,236,791.43	54,734,853.53	34,797,301.22	6	
		10-30204	SALES - LOCAL - FOODS & BEVERAGES	12,865,382.68	10,676,275.30	11,158,634.44	4,267,788.87	1	
		10-30206	SALES - LOCAL - OTHERS	8,750.00	20,475.00	16,800.00	1,950.00		
		10-30216	SALES - LOCAL - STAFF - FOOD & BEVERAGES				19,070.00		
		10-30301	INCOME - HIRE OF VEHICLES	338,195.01	424,195.37	363,894.01	80,000.01		
		10-30302	INCOME - RENT	12,214,677.96	9,566,468.02	12,214,677.96	9,566,468.02	1	
		10-30304	INCOME - DIVIDENDS-GROUP			106,417,800.00		1	
		10-30305	INCOME - DIVIDENDS-NON-GROUP	15,598,197.50	12,859,299.00		387,795.72		
		10-30310	INCOME - OTHERS	439,089.85	646,370.58	448,113.26	300,897.10		
		10-30311	PROFIT/LOSS - DISPOSAL - FIXED ASSETS						
		10-30316	EXCHANGE VARIATION-CASH BOOKS	2,065,661,179.99	-29,574,378.10	256,895,640.19	118,582,440.16	20	
		10-30317	EXCHANGE VARIATION-AR	1,241,376,207.31	23,134,355.27	104,960,729.95	53,604,122.42	2	
		10-30318	EXCHANGE VARIATION-AP	-23,570,102.77	-2,990,597.41	-65,701,395.50	-2,697,941.57	-8	
		10-30401	INTEREST INCOME - BANKS	120,118.73	129,473.18	101,742.59	216,505.74		
		10-30403	INTEREST INCOME - OTHERS		4,317.26		3,468.08		
		10-30405	INTEREST INCOME - REPO	6,511,977.56	1,717,939.02	11,355,359.42	1,706,441.66		
		10-30407	INTEREST INCOME - TEMPORARY LOAN	453,528.77		571,562.99			
		10-30409	INTEREST INCOME - FIXED DEPOSITS-FC	54,696,182.59	33,488,261.74	69,366,416.94	42,583,394.89	8	
		10-30411	INTEREST INCOME - DEBENTURES		1,276,603.84		1,280,600.00		



## Export Sales with COS Summary

### Sales Vs Cost of Sales

User Name - shiromi.somaratne , Report Taken date/time : 4/30/2024 10:06:03 AM

FiscalYear ▾

2021/22 ▾

Fiscal Month ▾

April ▾

Customer ▾

All ▾

Customer Code ▾

All ▾

Branch ▾

All ▾

Customer	Customer Code	Qty-Kgs	Sales Amount	% of Total Sales-round	% of Total S
"ADLER GROUP DISTRIBUTION" LLC	12547	73,972.80	262,448,128.34	0%	0.00%
"NW TRADE S.R.O"	11774	2,649,441.96	6,678,920,200.34	0%	0.05%
"OOO "YUGROPRODUKT"	10096	119,844.14	536,649,262.38	0%	0.00%
ABUDAWOOD ALSAFFAR CO W.L.L.	11336	417,835.02	2,260,295,309.24	0%	0.02%
ACE CANNING CORP. SDN.BHD (FOOD SERVICE)	11627	33,658,501.80	208,542,383,112.24	0%	1.45%
ACE CANNING CORP.SDN.BHD.	10085	1,981,269.04	13,466,562,917.45	0%	0.09%
ADIMEX SARL	10086	3,829,862.64	11,087,702,237.96	0%	0.08%
AFRICA DISTRIBUTION SARL	12427	26,690.00	72,799,182.06	0%	0.00%
AFRICAN DISTRIBUTION COMPANY	11784	20,925.00	42,006,490.17	0%	0.00%
AFRICANO PHENICIENNE DE NEGOCE OFFSHORE SAL(APN)	11949	2,358,091.12	12,295,677,431.20	0%	0.09%
AIR CANADA	12538	11,748.40	39,420,479.90	0%	0.00%
AIR SEYCHELLES	10108	60.00	132,947.30	0%	0.00%
AI-TASNEEM FOR IMPORT OF FOOD STUFF	11967	206,220.00	336,095,419.47	0%	0.00%
AL BERRI UNITED FOOD CO. LTD.	10033	11,090,349.60	24,990,303,329.12	0%	0.17%
AL KAABI EST	11701	15,861,192.60	25,328,875,537.86	0%	0.18%
AL KAABI HOLDING	11701	3,182,810.40	3,927,102,336.38	0%	0.03%
AL MOBTAKER IMP & EXPORT	10026	76,330,708.74	284,782,523,450.93	0%	1.98%
AL SHAHIN COMPANY	10075	47,202,560.04	94,688,981,879.23	0%	0.66%
ALANKA FOOD SERVICES S.A	10013	1,242,751.00	6,401,747,732.90	0%	0.04%
ALBINA AND HANNA CO.	10037	571,572.75	2,155,236,847.78	0%	0.01%
ALBINA AND HANNA TRADING COMPANY	10037	6,052,378.98	27,773,776,748.19	0%	0.19%
<b>Total</b>	<b>10001</b>	<b>4,382,809,674.59</b>	<b>14,394,652,252,045.58</b>	<b>100%</b>	<b>100.00%</b>



## Export Sales with COS by Product

As on: 30/04/2021

User Name - shiromi.somaratne , Report Taken date/time : 4/30/2024 10:06:03 AM

FiscalYear

2021/22

Fiscal Month

April

MonthEndDates

All

Customer

All

Invoice

All

FG\_PROD\_Type

All

Item

All

Customer	Item	Invoice	Date	SO No	Brand	FG_Prod_Type	Lot No	Cas
"ADLER GROUP DISTRIBUTION" LLC	90759-500-R00-UZB-AGD-POSMPK-000-DIS.CUP	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-13	
	90470-001-R00-UZB-AGD-POSMPK-000-BOOTH	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-16	
	90149-030-R00-UZB-AGD-POSMPK-000-T.SHIRT	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-18	
	90105-006-R00-UZB-AGD-POSMPK-000-A.POT	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-15	
	90081-001-R00-UZB-AGD-POSMPK-000-BOOTH	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-14	
	90009-024-R00-UZB-AGD-POSMPK-000-CAP	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-PROMO	1009539-1-17	
	82878-012-R00-UZB-AGD-0100PE-2.0G-EB	DCTC/10006532	11/14/2023	1009663	DILMAH	FG-CUP-ENV	1009663-1-1	
	82459-012-R00-UZB-AGD-0020ST-1.5G-GT.EG	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-4	1
	80346-012-R00-UZB-AGD-0020ST-1.5G-PGT	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-5	
	80343-012-R00-UZB-AGD-LEAFTE-100G-PGT	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-LT-PKTS	1009539-1-3	1
	80206-006-R00-UZB-AGD-0020ST-2.0G-EEG	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-8	2
	80197-006-R00-UZB-AGD-0020ST-2.0G-CGT	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-7	
	80178-006-R00-UZB-AGD-0020ST-2.0G-BS	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-6	1
	80117-012-R00-UZB-AGD-0020ST-2.0G-EB	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-12	2
	80116-012-R00-UZB-AGD-0020ST-2.0G-EG	DCTC/10006532	11/14/2023	1009539	DILMAH	FG-CUP-ST	1009539-1-11	2