

People's Leasing Fleet Management Limited -2020/ 2021

1. Financial Statements

1.1 Opinion

The audit of the financial statements of the People's Leasing Fleet Management Limited ("Company") for the year ended 31 March 2021 comprising the statement of financial position as at 31 March 2021 and the statement of comprehensive income, statement of changes in equity and cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, was carried out under my direction in pursuance of provisions in Article 154(1) of the Constitution of the Democratic Socialist Republic of Sri Lanka read in conjunction with provisions of the National Audit Act No. 19 of 2018. My comments and observations which I consider should be reported to Parliament appear in this report. To carry out this audit I was assisted by a firm of Chartered Accountants in public practice.

In my opinion, the accompanying financial statements give a true and fair view of the financial position of the Company as at 31 March 2021, and of its financial performance and its cash flows for the year then ended in accordance with Sri Lanka Accounting Standards.

1.2 Basis for Opinion

I conducted my audit in accordance with Sri Lanka Auditing Standards (SLAuSs). My responsibilities, under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

1.3 Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with Sri Lanka Accounting Standards, and for such internal control as management determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intend to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

As per Section 16(1) of the National Audit Act No. 19 of 2018, the Company is required to maintain proper books and records of all its income, expenditure, assets and liabilities, to enable annual and periodic financial statements to be prepared of the Company.

1.4 Auditor's Responsibility for the audit of the Financial Statements

My objective is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Sri Lanka Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Sri Lanka Auditing Standards, I exercise professional judgment and maintain professional scepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management.
- Conclude on the appropriateness of the management's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

The scope of the audit also extended to examine as far as possible, and as far as necessary the following;

- Whether the organization, systems, procedures, books, records and other documents have been properly and adequately designed from the point of view of the presentation of information to enable a continuous evaluation of the activities of the Company, and whether such systems, procedures, books, records and other documents are in effective operation;

- Whether the Company has complied with applicable written law, or other general or special directions issued by the governing body of the Company;
- Whether the Company has performed according to its powers, functions and duties; and
- Whether the resources of the Company had been procured and utilized economically, efficiently and effectively within the time frames and in compliance with the applicable laws.

1.5 Accounts Payable

Audit Issue	Management Comment	Recommendation
It was noted that there were long outstanding other liabilities under the general ledger account 'Advanced Received – Self Drive Vehicles – 2204010209' amounting to Rs. 311,907.	This matter is noted and balances were transferred to rent income (Balances are part of the vehicle hiring income) in August 2021.	Need to follow up long outstanding balances to verify appropriateness.

2. Financial Review

2.1 Financial Result

The operating result of the year under review amounted to a profit before tax of Rs. 55,652,020 and the corresponding profit in the preceding year amounted to Rs. 32,559,436. Therefore, an improvement amounting to Rs. 23,092,584 of the financial result was observed. The reasons for the improvement are the increase made in the other income amounting Rs. 47,926,538 which is majorly resulted from the increase in the gain on sale of property, plant and equipment and the decrease in the cost of services, sales and distribution expenses, administrative expenses amounting to Rs. 8,525,212, Rs. 4,027,143, Rs. 2,608,813 respectively despite the decline in the revenue amounting to Rs. 38,801,156.

2.2 Trend Analysis of major Income and Expenditure items

The following table summarizes the financial results of the Company in the year under review and the preceding four years period.

Year	2020/2021	2019/2020	2018/2019	2017/2018	2016/2017
Revenue (Rs.)	192,948,002	231,749,158	225,594,044	201,630,325	245,491,189
% of Increase / (Decrease) compared to the preceding year	(16.74)	2.73	11.88	(21.75)	
Cost of services (Rs.)	119,545,609	128,070,821	124,034,050	120,816,500	153,273,546
% of Increase / (Decrease) compared to the preceding year	(6.66)	3.25	2.66	(21.18)	
Profit Before Tax (Rs.)	55,652,020	32,559,436	47,137,636	44,860,252	36,344,628
% of Increase / (Decrease) compared to the preceding year	70.92	(30.93)	5.08	23.43	

Analysis of major income and expenditure items of the year under review compared with the preceding year with the percentage of increase or decrease are given below.

Description	Variance Amount Increase/ (Decrease) (Rs.)	Variance %	Reason for the variance
Other income	47,926,538	1000.73	This was due to disposal of 35 vehicles.
Revenue	(38,801,156)	(16.74)	Vehicles valuation and vehicles hiring income declined by 20.67% and 12.38% in respectively due to negative effect of the Covid 19.
Sales and distribution expenses	(4,027,143)	(53.62)	Business promotions expenses reduce by 35.65% due to curtailed business promotion activities. NBT abolishment was also positively affected for the declined of distribution cost
Cost of services	(8,525,212)	(6.66)	Cost of service was reduced in line with reduction in revenue. Fuel expenses, vehicles insurances and direct personal expenses were declined due to the disposal of vehicles in the fleet.

2.3 Ratio Analysis

 According to the information made available, certain important ratios of the company for the year under review and the preceding year are given below.

<u>Description</u>	<u>2020/21</u>	<u>2019/20</u>	<u>Reason for Increase/(Decrease)</u>
Gross profit Ratio	38.04%	44.74%	Revenue decreased by 16.74% and Fixed cost like direct personal cost, depreciation were remained the same amount due to effect of Covid 19 as explain earlier.
Net Profit Ratio	23.66%	9.62%	Vehicles disposal income increased by significantly. Vehicles price escalation and increased number vehicles disposed were underpinned to positive momentum. Hence net profit increased by 104.75% with compared to preceding period.
Return on Equity (ROE)	13.69%	7.77%	
Return on Assets (ROA)	10.26%	5.06%	
Debt to Equity Ratio	0.33	0.54	Settled higher interest bearing loan and borrowings by utilizing cash receive from disposal of vehicles and cash flow from the operation.
Current Ratio	4.35	2.12	Other than settlement of interest bearing loan facilities ,cash flow generating from vehicle disposal had contribute to establish strong liquidity position.