



# YEARBOOK 2023-24

# REVENUE DIVISION MINISTRY OF FINANCE GOVERNMENT OF PAKISTAN ISLAMABAD

The Revenue Division Yearbook FY2023-24 has been prepared by the team of Directorate General of Revenue Analysis (DGRA).

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# **Our Vision**

To be a modern, progressive, effective, autonomous, and credible organization for optimizing revenue by providing quality service and promoting compliance with related tax laws.

# **Our Mission**

Enhance the capability of the tax system to collect due taxes through application of modern techniques, providing taxpayer assistance and by creating a motivated, satisfied, dedicated and professional workforce.

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#### **Foreword**

The FBR successfully achieved its revised revenue target of Rs. 9,252 billion, surpassing it slightly at 100.5% in FY2023-24. The total revenue collected amounted to Rs. 9,299 billion, marking an increase of Rs. 2.1 trillion from the previous fiscal year and achieving an impressive growth rate of 29.8%. Notably, this year marked the first time FBR's revenue collection crossed the Rs. 9 trillion threshold in the country's history. A breakdown of tax-wise performance shows that the Federal Excise Duty



(FED) experienced the highest growth at 56.1%, followed by direct taxes at 38.5%. Sales tax and customs duty also saw significant increases, with growth rates of 19.1% and 18.5% respectively. This performance is particularly commendable given the prevailing economic downturn.

The latest issue of the Revenue Division's Yearbook offers an in-depth update on FBR's revenue collection efforts and reform initiatives for FY2023-24. The Yearbook presents a detailed analysis of monthly growth patterns, target achievements, and insights into the performance of various federal tax components and the tax-to-GDP ratio.

I extend my appreciation to the team at the Directorate General of Revenue Analysis for their diligent work in producing this edition of the Revenue Division's Yearbook. I encourage suggestions and comments to further enhance the value of this publication for future editions.

(Rashid Mahmood)
Secretary Revenue Division /
Chairman Federal Board of Revenue

**Preface** 

I am pleased to introduce the 20th Edition of the Revenue Division Yearbook 2024, prepared in

accordance with Rule 25 of the Rules of Business, 1973. This Yearbook offers a comprehensive

overview of FBR's tax structure, growth trends, patterns, and valuable insights that influence our

economy. It is an essential tool for policymakers, researchers, and stakeholders, providing a deep

understanding of the economic factors that affect revenue collection.

In the context of rapid technological advancements, the FBR has achieved a remarkable 29.8%

year-on-year growth in revenue collection. This success can be attributed to improved taxpayer

engagement, the effective integration of new technologies, and enhancements to our digital

infrastructure, among other factors. These accomplishments reflect the steadfast dedication,

relentless efforts, and perseverance of everyone at the FBR.

The Directorate General of Revenue Analysis has consistently done an outstanding job in

compiling the Revenue Division Yearbook for the past two decades. Their thorough analysis and

detailed presentation of FBR's revenue performance underscore their commitment to excellence.

I commend the Revenue Analysis Wing for their diligent efforts in producing this publication,

which I trust will continue to be a valuable resource for all stakeholders.

(Syed Ghulam Abbas Kazmi)
Director General,
Reserved Astronomy Wing ERR

Revenue Analysis Wing, FBR

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#### **Abbreviations**

BTB Broadening of the Tax Base

CD Customs Duty

CFY Current Financial Year

CH Chapter

CIR Commissioner Inland Revenue

COD Collection on Demand

DT Direct Taxes

FY Fiscal Year

TY Tax Year

HRM Human Resource Management

IRS Inland Revenue Service

PFY Previous Financial Year

POL Petroleum, Oil & Lubricants

POS Point of Sale

PRAL Pakistan Revenue Automation Limited

RTO Regional Tax Office

ST Sales Tax

STD Sales Tax Domestic

STM Sales Tax Import

WHT Withholding Tax

## Chapter 1

#### FBR Revenue Collection vis-à-vis Target FY2023-24

FY2023-24 will be remembered as a landmark year in which federal tax collection reached an unprecedented milestone, surpassing the **Rs. 9 trillion** mark for the first time in Pakistan's history. The revised target was achieved at **100.5%**, as noted in Table 1. Notably, the target for direct taxes was exceeded by Rs. 809.7 billion, representing a 121.8% surplus.

Table 1: Comparison of Collection FY2023-24 vis-a-vis Target						
				(Rs. Billion)		
Tax Heads	Target	Collection (*)	Absolute (Achievement)	Percentage (Achievement)		
Direct Taxes	3,721.0	4,530.7	809.7	121.8		
Sales Tax	3,607.0	3,086.8	-520.2	85.6		
Federal Excise	600.0	577.5	-22.5	96.3		
Customs Duty	1,324.0	1,104.1	-219.9	83.4		
Total	9,252.0	9,299.1	47.1	100.5		

<sup>(\*)</sup> The Collection for FY2023-24 is provisional

In FY2023-24, FBR has collected Rs. 9,299.1 billion against Rs. 7,163.8 billion collected in the previous financial year (PFY), indicating a healthy growth of 29.8%. In absolute terms, Rs. 2.1 trillion addition in a single year represents an outstanding performance. All tax categories have shown significant growth: Federal Excise Duty (FED) collection surged by 56.1%, followed by direct taxes at 38.5%, sales tax at 19.1%, and customs duty at 18.5% (Table 2). This performance is especially commendable given the overall economic slowdown in the country.

Table 2: Comparison of Net Collection FY2023-24 vis-a-vis FY2022-23							
(Rs. Billion)							
Tax Head	FY2023-24	FY2022-23	Growth				
тах неац	(Provisional)	F Y 2022-23	Absolute	%			
Direct Taxes	4,530.7	3,270.8	1,259.9	38.5			
Sales Tax	3,086.8	2,591.4	495.4	19.1			
Federal Excise	577.5	369.9	207.6	56.1			
Customs Duty	1,104.1	931.7	172.4	18.5			
All Taxes	9,299.1	7,163.8	2,135.3	29.8			

#### **Growth Trends**

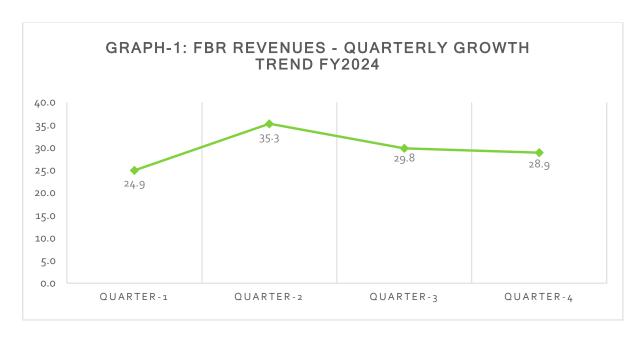
During FY2023-24, we saw an impressive growth in FBR's tax collection despite numerous challenges on both national and international levels. Both the industrial and services sectors experienced a modest growth rate of 1.21% <sup>1</sup>. Large-Scale Manufacturing (LSM) growth was even lower at 0.7%. Additionally, expenditures related to flooding, increased, and the global economic slowdown—exacerbated by geopolitical instability in the region—led to disruptions in the supply chain. Industrial growth was further hindered by higher interest payments, import compression, and a contraction in industrial activities. Growth trends in the first and second halves of FY2024 were fairly consistent, at 30.3% and 29.3% respectively, as shown in Table 3.

	Table 3: Comparison of Net Revenue Collection (Rs. Billion)								
	Jul-Dec			Jan-Jun		July-June			
Tax Head	2023-24	2022-23	Growth (%)	2023-24	2022-23	Growth (%)	2023-24	2022-23	Growth (%)
Direct Taxes	2,148.9	1,525.7	40.8	2,381.8	1,745.2	36.5	4,530.7	3,270.9	38.5
Sales Tax	1,515.3	1,272.0	19.1	1,571.5	1,319.5	19.1	3,086.8	2,591.5	19.1
FED	264.6	164.3	61.0	312.9	205.6	52.2	577.5	369.9	56.1
Customs Duty	540.5	466.9	15.8	563.6	464.8	21.3	1,104.1	931.7	18.5
Total	4,469.3	3,428.9	30.3	4,829.8	3,735.1	29.3	9,299.1	7,164.0	29.8

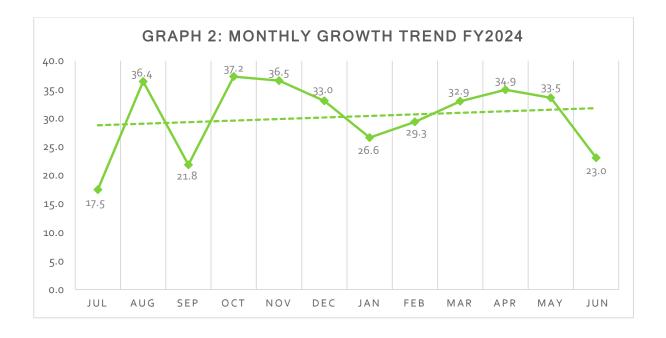
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<sup>&</sup>lt;sup>1</sup> Economic survey 2023-2024

A glance at quarterly growth trends reveals that during the first quarter, growth remained around 25% whereas it reached 35.3% in the second quarter. In the last two quarters, it remained around 30% and 29% respectively (Graph-1).



During FY2024, monthly growth trends were consistent with the overall growth trends. During seven months of FY2024, growth remained above 30% as visible from the graph below:



				(Rs. Mil
Months	FY 2023-24	FY 2022-23	Growth	Growth
			(Absolute)	
July	538,350	458,359	79,991	17.5
August	669,147	490,699	178,448	36.4
September	834,050	684,838	149,212	21.8
Quarter-1	2,041,547	1,633,896	407,651	24.9
October	706,834	515,101	191,733	37.2
November	736,333	539,402	196,931	36.5
December	984,527	740,440	244,087	33.0
Quarter-2	2,427,694	1,794,943	632,751	35.3
January	680,340	537,598	142,742	26.6
February	681,699	527,223	154,476	29.3
March	880,234	662,246	217,988	32.9
Quarter-3	2,242,273	1,727,067	515,206	29.8
April	650,342	482,025	168,317	34.9
May	763,893	572,142	191,751	33.5
June	1,173,330	953,792	219,538	23.0
Quarter-4	2,587,565	2,007,959	579,606	28.9

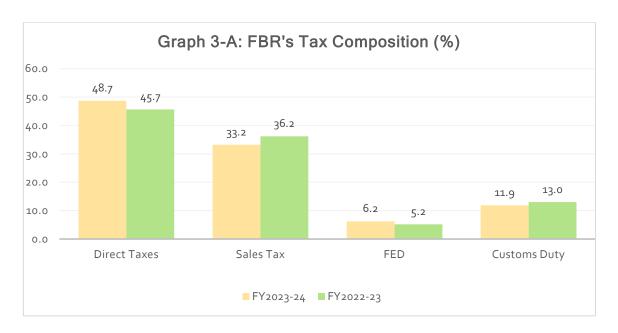
#### Refunds/Rebates

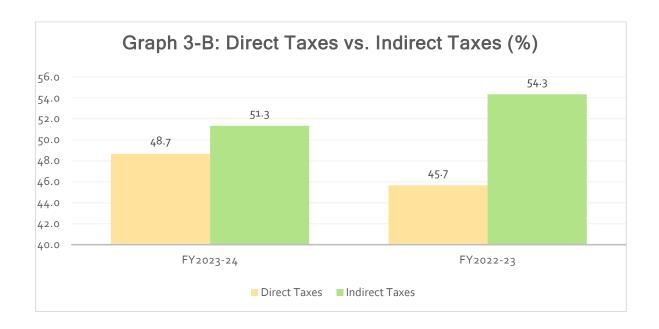
The government is committed to enhancing revenue generation by creating a favorable environment for business activities. Prompt processing of refunds and rebates strengthens the cash flow for businesses. In line with its policy to promote business, the FBR has consistently processed substantial refunds and rebates. In FY2023-24, refunds and rebates totaling Rs. 482.4 billion were issued to claimants (Table 5), which represents a 29.6% increase over the refunds issued in the previous fiscal year.

Table 5: Comparative Position of Refunds/ Rebates Payments						
				(Rs. Million)		
Tax Head	Refund A	Rebate	Difference			
Tua IIVuu	FY2023-24	FY2022-23	Absolute	Growth (%)		
Direct taxes	53,130	54,073	-943	-1.7		
Sales Tax	398,192	280,100	118,092	42.2		
FED	513	0	513	0.0		
Customs Duty	30,541	38,151	-7,610	-19.9		
Total	482,376	372,324	110,052	29.6		

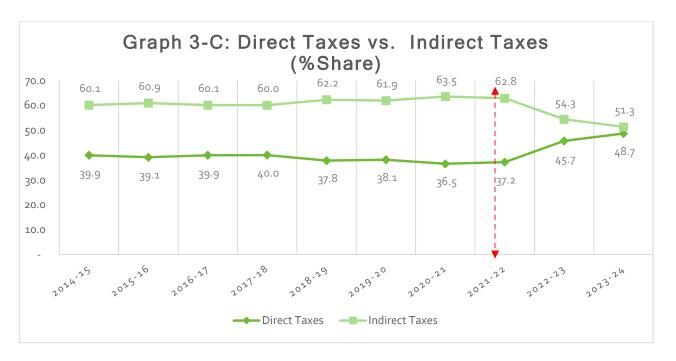
#### **Composition of FBR Taxes:**

Another positive change noted during last few years is the increasing share of direct taxes. During FY2023-24, the share of direct taxes increased to 48.7% from 45.7% in the PFY (Graph 3-A & 3-B). The share of FED also slightly increased during the period under review.





Over the past several years, there has been a consistent upward trend in the share of direct taxes. This is a positive development, as direct taxes are considered progressive, meaning they are based on the taxpayer's ability to pay, with higher earners paying a larger percentage. (Graph 3-C).



#### **Tax-to-GDP Ratio:**

The tax-to-GDP ratio is a key metric for assessing a country's tax revenue in relation to its GDP size. It offers insight into the general trajectory of tax policy and allows for global comparisons of

tax revenues relative to economic scales. This ratio also reflects how effectively a nation's government allocates its economic resources through taxation. Typically, developed nations exhibit higher tax-to-GDP ratios compared to developing countries. Higher tax revenues enable a country to invest more in essential areas such as infrastructure, healthcare, and education. According to the World Bank, tax revenues that exceed 15% of a country's GDP are crucial for fostering economic growth and reducing poverty. <sup>2</sup>

Over the past few years, the FBR has implemented various policy and enforcement measures. These initiatives, coupled with the dedicated efforts of FBR's top management, have begun to yield significant results, manifesting as robust growth in tax revenues. There was a notable 30% increase in FBR tax revenues during FY2023-24, which improved the Tax-to-GDP Ratio from 8.54 to 8.77, as illustrated in Graph 4. With the continued growth in tax revenues, it is anticipated that the Tax-to-GDP ratio will further improve in the coming years.

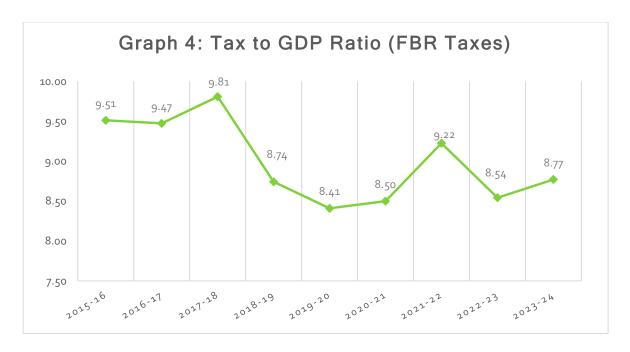


Table 6 presents a detailed breakdown of the Tax-to-GDP ratio by tax head. Over the past four years, the proportion of direct taxes to GDP has seen a positive trend, increasing from 3.10 in FY 2020-21 to 4.27 in FY 2023-24. This shift towards a greater reliance on direct taxes, coupled with a decreasing share of indirect taxes, is a promising development for Pakistan's tax structure.

<sup>&</sup>lt;sup>2</sup> https://blogs.worldbank.org/en/governance/getting-15-% -addressing-largest-tax-gaps, accessed on 22<sup>nd</sup> July 2024

	Table 6: FBR Head-wise Tax GDP Ratio									
FY	DT	ST	FED	CD	Indirect Taxes	FBR				
2015-16	3.72	3.98	0.57	1.24	5.79	9.51				
2016-17	3.78	3.74	0.56	1.40	5.69	9.47				
2017-18	3.92	3.79	0.54	1.55	5.89	9.81				
2018-19	3.30	3.33	0.54	1.57	5.44	8.74				
2019-20	3.20	3.36	0.53	1.32	5.20	8.41				
2020-21	3.10	3.56	0.50	1.34	5.40	8.50				
2021-22	3.43	3.80	0.48	1.52	5.80	9.22				
2022-23	3.90	3.09	0.44	1.11	4.64	8.54				
2023-24	4.27	2.91	0.54	1.04	4.50	8.77				

#### Analysis of Head-wise Revenue Collection: FY2023-24

FBR collects four major taxes/duties namely, direct tax, sales tax, federal excise duty and customs duty. Performance of the four taxes during FY2023-24 is presented in the following paragraphs.

#### **Direct Taxes:**

Direct Taxes represent the primary revenue stream for the Federal Board of Revenue (FBR), accounting for approximately 48.7% of the total tax collected in FY2023-24. The net collection amounted to Rs. 4,531 billion, marking a significant increase of 38.5% from the previous fiscal year's collection of Rs. 3,271 billion. In the same fiscal year, refunds totaling Rs. 52 billion were issued to claimants. Revenue under Direct Taxes includes collections from Income Tax, Workers Welfare Fund/Workers Profit Participation Fund, and Capital Value Tax. Specifically, the "Income Tax" category encompasses Withholding Taxes, Advance Tax, Payments with Returns, and Collection on Demand.

#### **Disaggregated Analysis of Income Tax Components**

**Collection on Demand (CoD):** In FY2023-24, the total revenue from Collection on Demand was approximately Rs. 127 billion, a decline of 21.5% from the Rs. 162 billion collected in the previous fiscal year, as detailed in Table 7. This indicates a need for field formations to focus more intensively on enhancing collections from outstanding demands.

Table 7: Collection out of Demand							
	(Rs. Million)						
Heads	FY2023-24	FY2022-23	Growth (%)				
Arrear Demand	31,857	38,376	-17.0				
Current Demand	95,005	123,320	-23.0				
Total CoD	126,862	161,696	-21.5				

**Advance Tax:** The collection of advance tax significantly increased to Rs. 1,530 billion in FY2023-24, up from Rs. 975 billion in FY2022-23, representing a substantial growth of 57%.

**Payments with Returns:** This category encompasses payments made at the time of submission of annual Income Tax Returns, as shown in Table 8. For FY2023-24, collections amounted to Rs. 162 billion, compared to Rs. 119 billion in the previous fiscal year, marking an impressive growth of 35.8%.

Table 8: Advance Tax / Payments with Returns						
(Rs. Million						
Heads	FY2023-24	FY2022-23	Growth (%)			
With Returns	161,534	118,933	35.8			
Advance Tax	1,529,533	974,635	56.9			
Total	1,691,067	1,093,568	54.6			

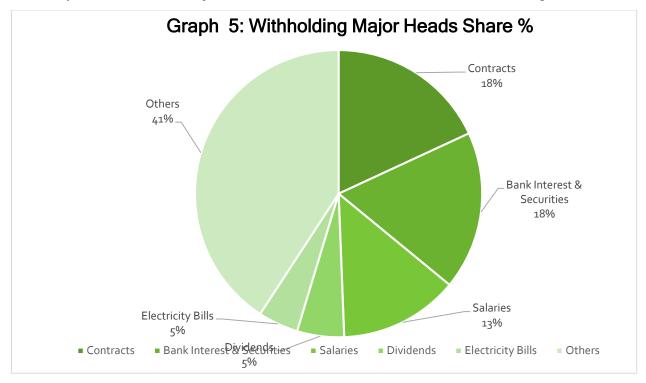
#### Withholding Taxes (WHT):

In FY2023-24, WHT collection reached Rs. 2,740 billion, a significant increase from Rs. 2,007 billion in the previous fiscal year, marking a growth of 36.5% as detailed in Table 9. All major WHT categories experienced positive growth. Notably, WHT from dividends saw the highest increase at approximately 69.9%. This was followed by substantial growth in collections from Technical Fees, Profit on Debt/Bank Interest & Securities, salaries, and the sale of immovable property, which grew by 53.6%, 52.8%, 39.3%, and 37.0%, respectively.

	Table 9: Collection from Major Revenue Spinners of Withholding Taxes						
					(R	s. Million)	
Sr#	Section	Heads	FY2023-24	FY2022-23	Difference (Absolute)	Growth (%)	
1	153	Contracts	496,050	389,386	106,663	27.4	
2	151	Bank Interest & Securities	489,100	320,012	169,087	52.8	
3	149	Salaries	367,890	264,142	103,748	39.3	
4	150	Dividends	145,006	85,352	59,654	69.9	
5	235	Electricity Bills	124,269	95,594	28,675	30.0	
6	236K	Tax on purchaser properties	104,076	83,955	20,121	24.0	
7	236	Telephone	99,762	87,283	12,480	14.3	
8	236C	Tax on Sales of property	95,651	69,799	25,852	37.0	
9	154	Exports	93,886	73,823	20,063	27.2	
10	155	Income from property	42,054	35,727	6,327	17.7	
11	152	Technical Fee	35,440	23,080	12,360	53.6	
12	231A	Cash Withdrawal	32,422	20	32,402	-	
13	233	Commission	22,024	21,487	537	2.5	
14	236Y	Tax on Remitting Amounts Abroad	18,789	3,832	14,957	-	
15	236Н	Purchase by Retailers	17,414	15,693	1,722	11.0	
	Sub-	Γotal (15 Major Items)	2,183,833	1,569,185	614,649	39.2	
		Others	556,275	437,826	118,448	27.1	
		Total WHT	2,740,108	2,007,011	733,097	36.5	
	Share o	of top 15 in Total WHT	79.7	78.2			

A composition of WHT collection has been shown in Graph 5. The highest contributor in withholding taxes is the withholding tax on contract payments with an 18% share, followed by

withholding tax on Profit on Debt/Bank Interest (18%), Salaries (13%), Dividends (5%) and Electricity Bills (5%). Five major items contribute towards 59% of total withholding tax collection.



#### Workers Welfare Fund/Workers Profit Participation Fund & Capital Value Tax:

The collection under Workers Welfare Fund/Workers Profit Participation Fund and the Capital Value Tax shows a collective increase of 12.4% (Table 10).

Table 10: Collection - Other Heads					
		(Rs. Millio			
Heads	FY2023-24	FY2022-23	% Growth		
Worker's Welfare Fund / Worker's Profit Participatory Fund	11,854	10,105	17.3		
Capital Value Tax	56,108	50,346	11.4		
Total	67,962	60,451	12.4		

Analysis of the income tax collection indicates that withholding tax accounts for 29% of the FBR's total collection and represents 60% of the income tax collected, as shown in Table 11. The second

largest contributor is advance taxes, which make up 16.4% of the FBR's overall collection and 33.8% of the income tax revenue.

**Table 11: Major Components of Income Tax** 

(Rs. Billion)

Income Tax	Colle	ection	% Share in	Income Tax	% Share in Total FBR Collection		
	FY2023-24	FY2022-23	FY2023-24	FY2022-23	FY2023-24	FY2022-23	
Arrear Demand	31.9	38.4	0.7	1.2	0.3	0.5	
Current Demand	95.0	123.3	2.1 3.8		1.0	1.7	
With Returns	161.5	118.9	3.6 3.6		1.7	1.7	
Advance Tax	1,529.5	974.6	33.8	29.8	16.4	13.6	
Withholding Tax	2,740.1	2,007.0	60.5	61.4	29.5	28.0	
Miscellaneous	25.8	62.7	0.6	1.9	0.3	0.9	
Refunds	53.1	54.1	1.2	1.7	0.6	0.8	
Net Income Tax	4,530.7	3,270.8	100.0	100.0	48.7	45.7	
Net FBR Collection	9,299.1	7,163.9	-	-	100.0	100.0	

#### **Sales Tax:**

Sales tax collections totaled approximately Rs. 3,087 billion in the current fiscal year, which is Rs. 495 billion more than the previous fiscal year, as detailed in Table 11. This represents about 33.2% of the total tax collection. Sales tax collected at the import stage grew by 17.0%, while domestic sales tax saw an increase of about 22.6%. The sales tax target for the year was achieved to 85.6% of the set goal.

Table 11: Collection of Sales Taxes											
	(Rs. Million										
	Collect	tion	Gro	wth							
Tax-Head	FY2023-24	FY2022-23	Absolute	%							
Sales Tax	3,086,831	2,591,433	495,398	19.1							

#### **Sales Tax Domestic Collection:**

The net collection of Sales Tax Domestic (STD) for FY2023-24 reached Rs. 1,222.8 billion, marking a substantial increase of 22.6% from Rs. 997.8 billion in the previous fiscal year. This represents an additional revenue of Rs. 225.0 billion compared to the prior year.

**Major Heads of Sales Tax Domestic:** A significant 62.4% of the domestic sales tax revenue was contributed by fifteen sectors, including electrical energy, POL products, sugar, cement, cigarettes, and cotton yarn, as detailed in Table 12. Electrical energy has become the leading contributor, accounting for 22.5% of the total, driven by an increase in power tariffs. Conversely, the contribution from POL products decreased from 11.9% in the previous fiscal year to 9% this year. All listed major revenue-generating items showed positive growth, except for natural gas and POL products in the current fiscal year (Table 12).

	Table 12: Major	Revenue Spinn	ers (Sales T	'ax Domesti	ic)	
					(I	Rs Million)
Sr.	Commodities/Items		Collection		Shar	e (%)
		FY	FY	Growth	FY	FY
		2023-24	2022-23	(%)	2023-24	2022-23
1	Electrical Energy	364,660	223,219	63.4	22.5	17.5
2	Pol Products	145,350	151,863	-4.3	9.0	11.9
3	Sugar	98,190	76,431	28.5	6.1	6.0
4	Cement	66,619	41,762	59.5	4.1	3.3
5	Cigarettes	60,664	36,926	64.3	3.7	2.9
6	Cotton Yarn	57,124	46,752	22.2	3.5	3.7
7	Pol Products	48,795	54,443	-10.4	3.0	4.3
8	Natural Gas	46,509	47,696	-2.5	2.9	3.7
9	Aerated Waters	23,801	18,346	29.7	1.5	1.4
10	Tea	22,726	17,341	31.1	1.4	1.4
11	Food Products	17,659	10,077	75.2	1.1	0.8
12	Concentrates Used In Beverages	16,329	16,435	-0.6	1.0	1.3
13	Biscuits	14,859	9,498	56.4	0.9	0.7
14	Coal Mines	14,307	13,500	6.0	0.9	1.1
15	Motor Cars	13,362	5,124	160.8	0.8	0.4
	Sub Total	1,010,954	769,413	31.4	62.4	60.2
	Others	609,668	508,298	19.9	37.6	39.8
	Gross	1,620,622	1,277,711	26.8	100.0	100.0
	Refund/Rebate	397,738	279,867	42.1		
	Net	1,222,884	997,844	22.6		

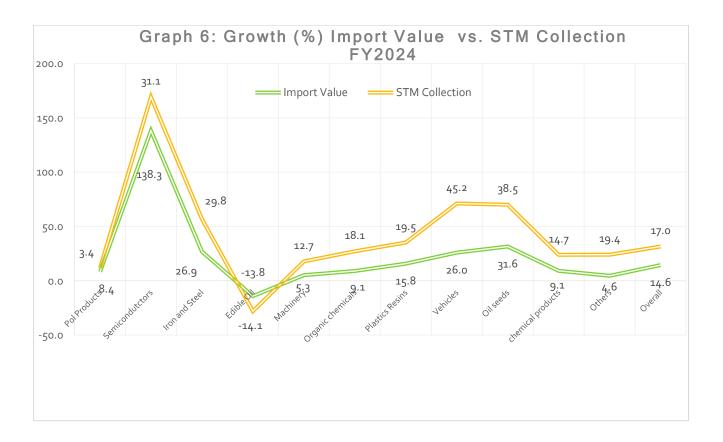
#### **Sales Tax Collection at Import Stage:**

Sales tax on imports (STM) constitutes a crucial segment of federal tax revenue. In FY2023-24, the net collection of STM amounted to Rs. 1,863.9 billion, up from Rs. 1,593.5 billion in the previous fiscal year, showing a growth of 17.0%.

**Major Heads of Sales Tax at Import Stage**: The top 15 commodities account for 75.0% of the STM collection, as detailed in Table 13. Petroleum products are the predominant source of sales tax at this stage, contributing 16.6% to the total STM. During FY2023-24, the collection from POL products reached approximately Rs. 309.6 billion, up from Rs. 299.3 billion in FY2022-23, marking a growth of 3.4%. The growth rates and contributions of these major items are further elaborated in Table 13.

	Table 13: Major	Revenue Spinn	ers (Sales T	ax Imports		
					(Rs	. Million)
			Collection		Share	e (%)
Ch	Commodities	FY	FY	Growth	FY	FY
		2023-24	2022-23	(%)	2023-24	2022-23
27	Mineral fuels, mineral oils	309,632	299,333	3.4	16.6	18.8
72	Iron and steel.	158,324	121,950	29.8	8.5	7.7
15	Animal or vegetable fats	142,094	164,839	-13.8	7.6	10.3
39	Plastics and articles	122,792	102,765	19.5	6.6	6.4
84	Machinery	118,193	104,887	12.7	6.3	6.6
87	Vehicles other than railway	110,939	76,421	45.2	6.0	4.8
85	photosensitive semiconductor	101,624	62,919	61.5	5.5	3.9
29	Organic chemicals	88,597	75,029	18.1	4.8	4.7
12	Oil seeds and oleaginous fruit	66,215	47,802	38.5	3.6	3.0
9	Coffee, tea, mate and spices	40,228	30,684	31.1	2.2	1.9
54	Man-made filaments	34,324	25,339	35.5	1.8	1.6
55	Man-made staple fibres	27,431	22,408	22.4	1.5	1.4
38	Miscellaneous chemical products	26,848	23,400	14.7	1.4	1.5
48	Paper and Paperboard	26,370	21,725	21.4	1.4	1.4
52	Cotton	24,927	73,331	-66.0	1.3	4.6
	Sub Total	1,398,538	1,252,832	11.6	75.0	78.6
	Others	465,862	340,992	36.6	25.0	21.4
	Gross	1,864,400	1,593,824	17.0	100.0	100.0
	Refund/Rebate	453	234	93.6		
	Net	1,863,947	1,593,590	17.0		

The base of STM collection is the import value. In this regard, a glimpse at the import value of major items and overall growth in FY2023-24 indicates that collection is mostly aligned with the growth trend as witnessed in imports (Graph 6). Total import value increased by around 15% and accordingly, collection of sales tax at import stage increased by 17%.



#### **Customs Duty**

Customs Duty collection experienced a significant improvement during FY2023-24 compared to the previous fiscal year. After a period of negative growth, customs duty revenues rebounded, showing a positive growth of 18.5%. The net collection for FY2023-24 amounted to Rs. 1,104.1 billion, up from Rs. 931.7 billion in the prior fiscal year. Customs duty contributed approximately 12% to the total FBR revenues for the current fiscal year.

As detailed in Table 14, the petroleum, oil, and lubricants (POL) sector remains the largest contributor to Customs Duty, accounting for 29.1% of the total and witnessing a 14.1% growth in collection during FY2023-24. Vehicles were the second largest contributor, with an 11.0% share and a significant 42.0% increase in collection. Conversely, the collection from edible oil saw a decline of 12.7%, which was attributed to a 13.9% decrease in imports.

		Table 14: Major Reven	ue Spinners	of Customs	Duties		
				Collection		Shar	e (%)
Sr.	Ch.	Description	FY	FY	Growth	FY	FY
			2023-24	2022-23	(%)	2023-24	2022-23
1	27	POL Products	329,629	289,000	14.1	29.1	29.8
2	87	Vehicles	125,287	88,238	42.0	11.0	9.1
3	72	Articles of iron or steel	66,620	52,356	27.2	5.9	5.4
4	85	Electrical Machinery	51,766	37,567	37.8	4.6	3.9
5	84	Machinery & Mechanical Appliances	47,151	37,161	26.9	4.2	3.8
6	15	Edible Oil	41,717	47,764	-12.7	3.7	4.9
7	39	Plastic Resins etc.	40,927	35,310	15.9	3.6	3.6
8	9	Tea & Coffee	29,593	22,457	31.8	2.6	2.3
9	48	Paper & Paperboards	25,030	20,582	21.6	2.2	2.1
10	54	Man-Made Filaments	20,601	12,533	64.4	1.8	1.3
11	12	Oil seeds and oleaginous	18,128	13,924	30.2	1.6	1.4
12	73	Articles of iron or steel	15,768	15,457	2.0	1.4	1.6
13	40	Rubber and articles	13,890	10,479	32.6	1.2	1.1
14	33	Essential Oils and resinoids	12,385	10,917	13.4	1.1	1.1
15	32	Tanning or dyeing extracts	11,874	9,934	19.5	1.0	1.0
		Sub Total	850,366	703,679	20.8	74.9	72.6
		Other	284,241	266,199	6.8	25.1	27.4
		Gross	1,134,607	969,878	17.0	100.0	100.0
		Refund/Rebate	30,541	38,151	-19.9		
		Net	1,104,066	931,727	18.5		

Dutiable goods form the primary tax base for customs. As evidenced by the data in Table 15, the collection of customs duty on major items aligns closely with the growth in the value of these imports. Dutiable imports saw an increase of 13.4%, and correspondingly, customs duty collections rose by 17.0%, reflecting a robust relationship between import values and duty collections.

	Table 15: Growth (%) Comparison: Dutiable Import Value Vs. CD Collection									
			Custon	ns Duties						
Sr.	Ch.	Commodities	% Increase in Dutiable Import Value	% Increase in CD Collection						
1	27	POL Products	10.3	14.1						
2	15	Edible Oil	-13.9	-12.7						
3	39	Plastics Resins etc.	14.3	15.9						
4	87	Vehicles	25.6	42						
5	12	Oil seeds	31.2	30.2						
6	84	Machinery & Mechanical	26.8	26.9						
7	85	photosensitive semiconductors	45.3	37.8						
8	72	Iron and steel.	42.7	27.2						
9	9	Coffee, tea, mate and spices	35.9	31.8						
10	54	Man-made filaments	39.4	64.4						
11	48	Paper and paperboard	15.3	21.6						
12	29	Organic chemicals	-18.7	-0.1						
13	73	Articles of iron or steel	-4.9	2						
14	38	Miscellaneous chemical products	16.6	12.7						
15	23	Residues and waste	256.1	253.2						
		Others	20.1	6.8						
		Overall	13.4	17.0						

#### **Federal Excise Duty (FED)**

Net collection from the Federal Excise Duty (FED) surged by 56.1%, rising from Rs. 369.9 billion in the previous fiscal year to Rs. 577.4 billion in FY2024. Consequently, the FED's contribution to

FBR's overall tax collections increased from 5.2% to 6.2%. Significant contributors to FED revenues include sectors such as cigarettes, cement, concentrates for beverages/foods, and air travel, as detailed in Table 16. All major sectors, with the exceptions of concentrates and motor cars, experienced positive growth in the current fiscal year.

	Table 16: Major I	Revenue Spinners	s of FED		
				<b>(F</b>	Rs. Million)
C N-	C	EV2022 24	EV2022 22	Growth	Growth
S. No	Commodities	FY2023-24	FY2022-23	(Abs)	(%)
1	Cigarettes	237,073	142,009	95,064	66.9
2	Cement	77,712	66,387	11,325	17.1
3	Aerated Waters	36,502	17,104	19,398	113.4
4	Concentrates Used in Beverages	30,964	34,311	-3,347	-9.8
5	Service Provided: Inland Travel by Air	25,961	22,842	3,119	13.7
6	Travel by Air	21,511	17,405	4,106	23.6
7	Fertilizers/Urea	19,425	0	19,425	-
8	Motor Cars	14,171	21,470	-7,299	-34.0
9	Fertilizers	9,560	0	9,560	-
10	Pol Products	9,360	7,831	1,529	19.5
11	Milk and Cream	4,966	950	4,016	422.7
12	Fruit or Vegetable Juices	4,928	730	4,198	575.1
13	Syrups & Squashes	3,711	751	2,960	394.1
14	Washing Machines	2,491	652	1,839	282.1
15	Alcohol	2,291	1,134	1,157	102.0
	Sub-total	500,626	333,576	167,050	50.1
	Others	77,338	36,309	41,029	113.0
	Gross	577,964	369,885	208,079	56.3
	Refunds	513	0	513	-
	Net	577,451	369,885	207,566	56.1

Top fifteen sectors hold 86.6% share in FED, as evident from Table 17. Cigarettes is the top contributor with 41% share, followed by cement with 13.4% and concentrates with 6.3% share.

Table 17: Share of Major Revenue Spinners of FED									
Sr.	Commodities	Sha	are %						
		FY2023-24	FY2022-23						
1	Cigarettes	41.0	38.4						
2	Cement	13.4	17.9						
3	Aerated Waters	6.3	4.6						
4	Concentrates Used in Beverages	5.4	9.3						
5	Service Provided: Inland Travel by Air	4.5	6.2						
6	Travel by Air	3.7	4.7						
7	Fertilizers/Urea	3.4	0.0						
8	Motor Cars	2.5	5.8						
9	Fertilizers	1.7	0.0						
10	Pol Products	1.6	2.1						
11	Milk and Cream	0.9	0.3						
12	Fruit or Vegetable Juices	0.9	0.2						
13	Syrups & Squashes	0.6	0.2						
14	Washing Machines	0.4	0.2						
15	Alcohol	0.4	0.3						
	<b>Sub-total</b>	86.6	90.2						
	Others	13.4	9.8						

#### FBR Revenue Target: FY2024-25

The revenue target for FY2024-25 is set at Rs. 12,913 billion, requiring a 38.9% increase over the previous year's collection of Rs. 9,311 billion, as shown in Table 18. To achieve this goal, the FBR must collect an additional Rs. 3,614 billion in FY2024-25.

Table 18: Revenue Target 2024-25										
				(Rs. Billion)						
Heads	Target (*) FY2024-25	Provisional Collection FY2023-24	Absolute Difference	Growth (%)						
DT	5,432.7	4,530.7	902.0	19.9						
ST	4,933.5	3,086.8	1,846.7	59.8						
FED	953.9	577.5	376.4	65.2						
CD	1,592.9	1,104.1	488.8	44.3						
Overall	12,913.0	9,299.1	3,613.9	38.9						

<sup>(\*)</sup> Received from DRS/IR Ops

# Chapter 2

#### REVENUE COLLECTION: YoY ANALYSIS

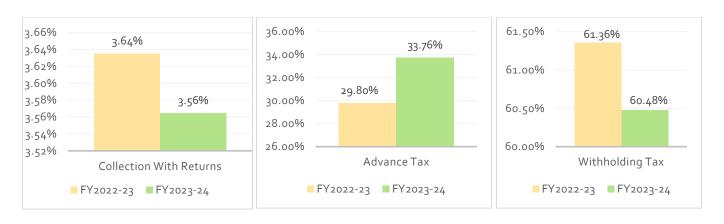
#### **Income Tax**

Table 19: YoY Analysis of Income Tax

Income Tax		Collection			are in ne Tax	% Share in Total FBR Collection		
	FY 2023-24	FY 2022-23	Growth %	FY 2023-24	FY 2022-23	FY 2023-24	FY 2022-23	
Arrear Demand	31.9	38.4	-16.9	0.7	1.2	0.3	0.5	
Current Demand	95.0	123.3	-23.0	2.1	3.8	1.0	1.7	
With Returns	161.5	118.9	35.8	3.6	3.6	1.7	1.7	
Advance Tax	1,529.5	974.6	56.9	33.8	29.8	16.4	13.6	
Withholding Tax	2,740.1	2,007.0	36.5	60.5	61.4	29.5	28.0	
Miscellaneous	25.8	62.7	-58.8	0.6	1.9	0.3	0.9	
Refunds	53.1	54.1	-1.8	1.2	1.7	0.6	0.8	
Net Income Tax	4,530.7	3,270.8	38.5	100.0	100.0	48.7	45.7	
Net FBR Collection	9,299.1	7,163.9	29.8	-	-	100.0	100.0	

A significant shift was observed in direct taxes, with its percentage of total revenue receipts increasing from 45.7% to 48.7%. This rise is attributed to a 56.9% growth in advance taxes, a 36.5% increase in withholding taxes, and a 35.8% growth in collections with returns. Additionally, there has been a change in the composition of direct taxes; the share of advance taxes expanded from 29.8% to 33.8%, while the proportion of withholding taxes slightly decreased from 61.4% to 60.5% between FY 2022-23 and FY 2023-24.

**Graph 7: Head wise share of Income Tax Components** 



## Chapter 3

#### Tax Expenditure

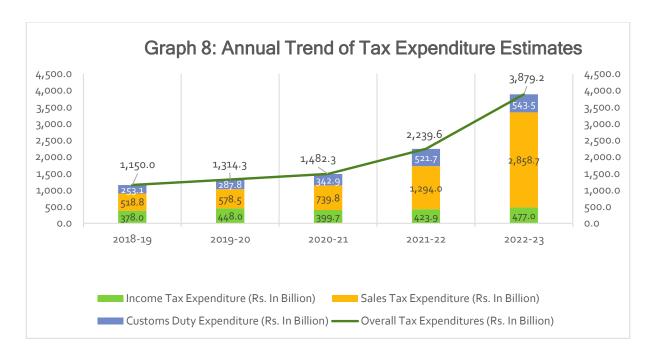
Tax expenditures include special provisions within the tax code, such as exclusions, deductions, deferrals, credits, and reduced tax rates, designed to benefit certain activities or taxpayer groups. A tax expenditure report quantifies the amount of revenue that the government loses as a result of these provisions. This report prepared by the FBR offers a thorough summary of various tax concessions granted during TY 2024, providing insight into the economic responses of different sectors to these tax benefits. Globally, it is observed that developed countries have higher tax expenditures compared to less developed nations.

#### **Key Findings of TER 2024**

- i. Total Federal Tax expenditure based on the data for FY 2022-23 is estimated at Rs. 3,879.20 billion. The breakup under various tax regimes is given below:
  - a. Income Tax: Rs. 476.96 billion (6.66% of FBR's collection, 12.30% of total expenditure and 0.57% of GDP).
  - b. Sales Tax: Rs. 2,858.72 billion (39.91% of FBR's collection, 73.69% of total expenditure and 3.40% of GDP).
  - c. Customs Duty: Rs. 543.52 billion (7.59% of FBR's collection, 14.01% of total expenditure and 0.65% of GDP).
- ii. The total expenditure is 54.15% of FBR's total tax collection for FY 2022-23 and has increased from 36.43% in PFY.
- iii. The total expenditure is approximately 4.61% of the GDP during FY 2022-23 compared to 3.36% in the PFY.

#### **TER Analysis**

Federal tax expenditures increased in FY 2022-23, in terms of absolute value, as a percentage of FBR's total tax collection and as a percentage of GDP. This rise was primarily driven by the zero-rating of sales tax on certain POL products, export relief measures, and other economic stabilization efforts. The GDP (mp) in 2022-23 saw a 27.1% increase, reaching Rs. 84,068 billion. Similarly, the Large-Scale Manufacturing (LSM) sector expanded from Rs. 7,041 billion to Rs. 8,534 billion, reflecting a growth of 21.2%. Export values also grew from Rs. 5,661 billion to Rs. 6,859 billion, marking a 21.2% increase. Additionally, inflation escalated from 21.35% to 29.4%.



The five-year trend of tax expenditures shows a gradual rise in tax concession over the first three years and steep rise in next two years as evident in Graph 8. The highest growth was witnessed in concession granted under Sales Tax. Compared to concessions granted in 2021-22 the amount was doubled in 2022-23, at the growth rate of 120.9%. Fifty (50)% of the sales tax concession is attributed to concession granted to POL products under SRO 321/2022. This growth in concession granted under Income Tax and Customs Duty regime .

## Chapter 4

#### **Medium Term Fiscal Framework**

The Executive Board of the International Monetary Fund (IMF) has completed the 2024 Article IV consultation with Pakistan and approved a 37-month Extended Arrangement under the Extended Fund Facility (EFF) amounting to SDR 5,320 million (approximately US\$7 billion). The agreement was reached on May 23, 2024. This arrangement includes a rigorous Fiscal Framework with the IMF, details of which are outlined in Table 20.

Under this framework, the Government of Pakistan (GoP) has committed to achieving a tax-to-GDP ratio of 13.7% by the fiscal year 2028-29, with 11.1% expected to come from intensified policy and enforcement measures by the Federal Board of Revenue (FBR). Supported by the World Bank, the FBR is implementing a Revenue Mobilization Program as part of this reform initiative.

The policies under the EFF are designed to enhance revenue collection from a broader range of sources, including at the provincial level. Key measures agreed upon under the Medium-Term Fiscal Framework (MTFF) include:

- Eliminating preferential tax treatments.
- Broadening the coverage of Personal and Corporate Income Tax (PIT and CIT) to include previously untaxed sectors and reducing tax slabs, thereby raising the maximum tax rate to 45%.
- Simplifying PIT for salaried (SI) and non-salaried individuals (NSI).
- Expanding the coverage and rates of the Federal Excise Duty (FED).
- Overhauling the income tax and withholding tax regulations for motor vehicle registrations.

The additional 2.6% increase required to reach the 13.7% Tax-to-GDP ratio by 2028-29 is expected to come from new surcharges on fossil fuels, enhancing the tax base of provincial taxes, and increasing non-tax revenue receipts of the Federal Government.

Table 20. Pakistan: General Government Budget, 2018/19–2028/29 (In% of GDP, unless otherwise indicated)												
Description	2018/19	2019/20	2020/21	2021/22	2022/23	2023	3/24	2024/25	2025/26	2026/27	2027/28	2028/29
•			Actual			Prog.	Est.			Proj.		
Revenue and grants	11.3	13.3	12.4	12.1	11.5	12.5	12.6	15.4	15.0	15.5	15.8	15.8
Revenue	11.2	13.2	12.4	12.1	11.5	12.5	12.5	15.3	15.0	15.4	15.7	15.7
Tax Revenue	10.2	10.0	10.3	10.4	10.1	10.6	10.5	12.3	13.0	13.4	13.7	13.7
Federal	9.3	9.1	9.4	9.5	9.3	9.8	9.8	11.5	11.9	12.0	11.9	11.9
FBR Revenue	8.7	8.4	8.5	9.2	8.6	8.8	8.8	10.6	11.0	11.1	11.1	11.1
Direct Taxes	3.3	3.2	3.1	3.4	3.9	4.3	4.3	4.7	4.9	5.0	5.0	5.0
Federal Excise Duty	0.5	0.5	0.5	0.5	0.4	0.5	0.5	0.9	0.9	0.9	0.9	0.9
Sales Tax	3.3	3.4	3.6	3.8	3.1	3.0	2.9	3.7	3.8	3.8	3.9	3.9
Customs Duties	1.6	1.3	1.4	1.5	1.1	1.0	1.0	1.3	1.3	1.4	1.3	1.3
Petroleum surcharge	0.5	0.6	0.8	0.2	0.7	0.9	1.0	0.9	0.8	0.8	0.8	0.8
Gas surcharge and other	0.0	0.1	0.1	0.1	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0
GIDC	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provincial	0.9	0.9	0.9	0.9	0.8	0.8	0.7	0.8	1.1	1.5	1.8	1.8
Nontax revenue	1.0	3.2	2.1	1.6	1.4	1.9	2.0	3.0	2.0	2.0	2.0	2.0
Federal	0.8	3.0	1.8	1.4	1.2	1.7	1.8	2.8	1.8	1.8	1.8	1.8
Provincial	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2

 $\underline{\text{https://www.imf.org/en/Publications/CR/Issues/2024/10/10/Pakistan-2024-Article-IV-Consultation-and-Request-for-an-Extended-Arrangement-under-the-556152}$ 

## Chapter 5

#### FBR REFORMS UPDATE

The Revenue organization is doing its best to facilitate the taxpayers to create a congenial environment and to fetch sufficient tax revenues. Major initiatives and achievements during FY2023-24 are given below:

#### 1. Income Tax Revenue Measures:

#### i. Enhancing the Scope of Super Tax on high earning Persons U/S 4C

In order to broaden the scope of Super Tax and to bring progressivity in Super Tax rates, additional income slabs and additional rates of Super Tax were imposed which will be applicable across the board on all types of persons where income exceeds Rs. 150 million for tax year 2023 and onwards.

# ii. Re-Introduction of Advance Withholding Tax on Cash Withdrawal from Banking Companies

Adjustable advance tax at the rate of 0.6% is to be collected from non-ATL persons on cash withdrawals aggregating more than Rs. 50,000 per day from a bank account. This tax will only be collected from non-ATL persons. This policy shift will help FBR to increase the number of filers.

# iii. Increase in Withholding Tax Rates on the Supply of Goods, on rendering of Services and on Execution of Contracts

The withholding tax rates on transactions made by resident and non-resident person who have Permanent Establishment in Pakistan are increased by 1% of their existing rates as these rates have not been increased for the last five years or more.

#### iv. Re-introduction of withholding tax as final tax on bonus shares issued by companies

The withholding tax was levied on issuing bonus shares to shareholders at the rate of 10% for ATL persons and 20% for Non-ATL persons as bonus shares have been deemed

shareholders' income of shareholders. The amount of 10% will be calculated on the day-end price in the case of listed companies, and for others as prescribed under the Rules.

#### v. Enhancing the withholding tax rates on payments

The withholding tax rates against payment through debit/credit cards remitted abroad have been increased from the current 1% to 5% for ATL persons and from 2% to 10% for non-ATL persons to curb the outflow of foreign exchange.

# vi. Imposition of withholding tax on payments to foreign domestic helpers employed in Pakistan

In order to improve tax reporting by employers of foreign domestic workers, an amount of Rs. 200,000 adjustable advance tax on the employer or sponsor of a foreign domestic helper was levied. The Pakistan authority issuing the work permit to such foreign domestic helpers will collect this advance tax from the employer or sponsor at the time of issuance of the work permit.

#### vii. Imposition of Additional Tax on Income, Profits and Gains

Favorable economic circumstances have led to large profit earnings by many business sectors which is substantially higher than their average profit margin.

Following the international best practices, to provide for higher taxation of exceptional profits arising to any person or class of persons in the country, a general provision of law in the Income Tax Ordinance, 2001 was incorporated which will provide for the imposition of additional tax on income profits and gains as disclosed in the financial statements of any person or class of persons up to a rate of fifty percent.

#### 2. Income Tax Relief/Facilitation Measures:

- i. Exemption of business income derived by a startup certified by the Pakistan Software Export Board having a turnover of less than 100 million in each of the last 5 tax years, from tax was provided for 3 years. This concession was introduced in tax year 2017. Now such startups enjoy tax credits for three years.
- ii. In order to encourage computer services, IT services or IT-enabled services, and to encourage exports of such services, tax concession in the form of reduced rate of tax of

0.25% applicable for TY 2023, has been continued to TY 2026. Such tax shall be final tax on the income of such exporter arising from such export.

#### iii. Extension for one-year Income Tax and Sales Tax exemption to FATA/PATA persons:

Following the Constitution (Twenty-fifth Amendment) Act, 2018 (XXXVII of 2018), Income Tax and Sales Tax exemptions under the Income Tax Ordinance, 2001 and Sales Tax Act, 1990 were provided to persons resident in the Tribal Area forming part of the Provinces of Khyber Pakhtunkhwa and Balochistan under paragraph (d) of Article 246 of the Constitution with effect from the 1st day of June 2018 to the 30th day of June 2023. These exemptions were expiring on 30<sup>th</sup> June 2023. In order to provide relief to residents of FATA/PATA, the same were extended for the period of one year i.e. up to 30<sup>th</sup> June 2024 for the residents of FATA/PATA.

iv. Giving effect to exemptions/concessions provided in the Foreign Investment (Promotions and Protection) Act, 2022 in Income Tax Ordinance 2001, Sales Tax Act 1990, Federal Excise Act 2005, Customs Act 1969 and The Islamabad Capital Territory (Tax on Services) Ordinance, 2001:

In order to improve the investment climate in Pakistan by way of providing incentive in direct/indirect taxes, the Foreign Investment (Promotions and Protection) Act, 2022 was enacted on 13<sup>th</sup> December, 2022 which provides for dedicated exemptions/concessions with respect to Income Tax, Sales Tax, Federal Excise, Customs and ICTO Tax on Services. In order to give effect to such direct and indirect taxes exemption/concessions, such direct and indirect taxes exemptions/concessions under the Foreign Investment (Promotions and Protection) Act, 2022 were incorporated mutatis mutandis in the Income Tax Ordinance, 2001, Sales Tax Act, 1990, Federal Excise Act, 2005, Customs Act, 1969 and The Islamabad Capital Territory (Tax on Services) Ordinance, 2001.

#### 3. Customs Measures:<sup>3</sup>

i. In order to streamline the functions and optimal service delivery to the trade, the Directorate General of Reforms and Automation-Customs and Directorate-General of Customs Risk

<sup>&</sup>lt;sup>3</sup>Source: Customs Wing Secretary (Customs)

Management (DGCRM) have been reorganized. Furthermore, functions of the Appropriate Officers have been assigned to the officers of Customs under the Customs Act, 1969.

- ii. To address the issue of congestion of dry ports and to reduce the dwell time/clearance time, further dry ports and Customs stations have been notified i.e., Dry Port Jia Bagga, M/s Sky Media (Pvt) Ltd, Karachi and M/s Seaboard Logistics (SMC-PVT) Ltd, Karachi as customs ports, declaration of M/s. Qasim Freight Station Off-dock Terminal Karachi as well as enhancement of area of existing customs stations.
- iii. To address the shortage of petroleum products in the country, the Federal Government introduced a Scheme for the import, domestic sale and re-export of petroleum products on foreign suppliers' account under the customs bonded facilities. To operationalize the Scheme, FBR notified rules in consultation with Ministries and other stakeholders.
- iv. Export Facilitation Scheme (EFS) has emerged as the leading export-oriented scheme aiming at facilitating exporters through single administrative documents with a special focus on small and medium enterprises. At present more than 1500 exporters are availing this Scheme. Scope of International Toll Manufacturing established in coordination with State Bank of Pakistan.

# 4. Measures Relating to Reforms and Modernization:<sup>4</sup>

- i. FBR has made commendable progress under the Improved Resource Mobilization and Utilization Reform Program (DRM) funded by the Asian Development Bank (ADB). Some of the key achievements under DRM program are as follows:
  - a) FBR has conducted and published findings of a specially designed independent thirdparty survey to monitor taxpayer perceptions regarding access to, and quality of, FBR products and services for the corporate sector.
  - b) FBR has established the legal framework and implemented the Synchronized Withholding Administration and Payment System (SWAPS) through the National Assembly's approval and established the Directorate General of Digital Initiatives

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<sup>&</sup>lt;sup>4</sup> Source: from R & M Wing

and Member (Digital Initiatives) to promote digital transformation and automation in tax administration.

- c) FBR approved and commenced implementation of an Information and Cybersecurity Governance Framework to upgrade its cyber security architecture. In this regard, FBR successfully rolled out IRIS 2.0 for greater efficiency and enhanced user satisfaction.
- d) FBR has introduced a model tax treaty, tax treaty policy framework and a manual for the exchange of information on request (EOIR), consistent with international tax transparency and cooperation standards.
- ii. FBR has also made commendable progress under the Pakistan Raises Revenue Project (PRRP) funded by the World Bank during the reporting period in broadening the tax base and facilitating compliance. Some of the key achievements under the PRR Program are as follows:
  - a) The culture of data-driven informed decision making and transparency has continued to flourish in FBR. The FBR has compiled and published the Tax Expenditure Report and Evidence-Based Revenue Forecast Report for FY 2022-23.
  - b) FBR has piloted a Single Portal and Single Sales Tax Return with Provincial Revenue Administrations for the Telecom Sector.
  - c) The percentage of GDs through red and yellow channels has decreased to 29%.
  - d) Track & Trace System has been implemented in the Tobacco Sector in FY 2022-23 and verified by the Independent Verification Agents (IVA).

#### 5. Audit<sup>5</sup>

## i. Automation of Audit Monitoring System/Audit Dashboard

In an effort to transform FBR into a modern & Dynamic entity, the manual Monthly Performance Reports (MPRs) for audit has been replaced with an integrated computerization system namely Audit Dashboard/Audit Management Integrated System (AMIS). The AMIS is a fully automated

<sup>&</sup>lt;sup>5</sup> Source: Audit/CRM Wing

software developed for the purpose of monitoring of the progress of audit proceedings/ activities carried out in the field formations throughout the year by FBR management.

### ii. Launching initial Compliance Risk Register (CRR)

FBR has established a Compliance Risk Management Directorate as a step forward in the identification, assessment and prioritization of compliance risks. The Compliance Risk Management Directorate will identify compliance risks and suggest remedial measures to address compliance risk for revenue leakages with a focus on broadening the tax base and enhancing domestic revenue collection and curbing tax leakages. For this purpose, the Compliance Risk Management Directorate is launching an initial Compliance Risk Register (CRR) and a CRM dashboard with Machine Learning Techniques. Currently, the CRR and CRM dashboards are being trailed and they are showing promising signs with the help of the technical team of the IT Wing and a team of IMF consultants/experts using Data Analytics.

## 6. Agreement with KARANDAAZ Pakistan for digitization of tax system: 6

The FBR has entered into an agreement on March 15th, 2024 with Karandaaz Pakistan for the Digitalization of the Tax System, in line with the vision of the Prime Minister of Pakistan to transform FBR into a Digital Tax Administration. FBR has focused on automating its business processes in the wake of digitalizing of the economy. Such initiatives will reduce taxpayers' cost of complianc, document the economy, expand the tax base and lead FBR on the path to sustainable growth.

The FBR is collaborating with Karandaaz to develope a comprehensive digital strategy for realizing the digital transformation of the FBR, its digitalization initiatives and their implementation. The initiative is in line with Karandaaz Pakistans' sponsor, the Bill & Melinda Gates Foundation's, Digital Public Infrastructure work stream. It will help in building a robust ecosystem for Pakistan Digital Stack.

## 7. Broadening of Tax Base (BTB)<sup>7</sup>

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<sup>&</sup>lt;sup>6</sup> FBR Website

<sup>&</sup>lt;sup>7</sup> Chief BTB, FBR

The target for FY2024, set at 1 million for BTB by the SIFC, was ambitiously pursued by the Federal Board of Revenue through a robust and focused strategy. Some of these efforts are outlined below:

#### i. Measures for the achievement of BTB target

- a) Use of technology and data analytics continuous monitoring through Dashboards.
- b) The FBR, with the collaboration of NADRA is on the way to creating real-time machine-to-machine data integration with other major organizations holding data on financial transactions.
- c) Strong nudging activity- Sending SMS/Whatsapp messages to high-profile Unregistered persons to file their returns---REMIT Initiative.
- d) Media Campaign to encourage the citizens to visit the Malomaat portal and file their returns.
- e) MOUs already signed with 28 departments/organizations for the transfer of data /information on a real-time basis.
- f) Revamped Maloomat portal and Tax Ray effective tools with Field formations.
- g) Approximately forty-six (46) sets of third-party data have been shared with Field offices to register new taxpayers, more than 1,354,009 new cases have been identified.

#### ii. New Initiatives specifically launched during the year:

- a) District Tax Office DTOs: 145, field offices were created and designated as District Tax Office with specific jurisdiction of broadening of tax base and action against non-filers.
- b) A special Committee was formed under the leadership of the Chairman of NADRA, with senior officials of both organizations as its members, and tasked for recommendations on the Broadening of the Tax Base. These recommendations are being implemented.

- c) Instructions have been issued to TELCOs for temporarily disabling SIMs of 506,671 non-filers under section 114B of the Income Tax Ordinance 2001 Action against Non-filer/stop filers.
- d) **Tajor Dost Scheme (TDS)** has been launched to register 3.3 million retailers, initially through voluntary registration through a user-friendly Tax Assan Mobile phone application during the month of April 2024 which turned compulsory in May 2024. The scheme is applicable to all traders except those who have branches in multiple cities and companies.

The FBR through unwavering resolve and consistent efforts by the field formations touched new heights of adding an all-time high figure of 3.6 million (approximately) as new taxpayer's registration out of which 1,780,406 have also filed their returns.

#### 8. Point of Sale (POS)-II

Tier-1 retailers are required to integrate all their branches/Point of Sale terminals with the FBR's computerized system and it is a pathway towards digitization of economic transactions as all the invoices to be issued through the FBR's POS system.

- i. FBR POS automated system has resulted in the integration of 10,741 retailers and 33,289 point of sale (POS) machines, as on 30.06.2024.
- ii. From July, 2023 to 30.06.2024, there is an influx of 1,668 Tier-1 retailers and 2,674 POS machines into the POS system.

The establishment of a new threshold for clause 2(43A)(g) through SRO 1842 of 2023 facilitated further integrations of Tier-1 retailers which provides for integration of retailers whose deductible withholding tax under section 236G or 236H of the Income Tax Ordinance, 2001 during the immediately preceding twelve consecutive months exceeded the prescribed threshold.

### 9. Synchronized Withholding Administration and Payment System (SWAPS)

The project of Synchronized Withholding Administration and Payment System (SWAPS) project has been successfully integrated into the legal framework, culminating with the issuance of SRO 419(I)/2024 on March 21, 2024, which addresses all pertinent legal considerations.

Technologically, the project has made headway through the development and testing of Application Programming Interfaces (APIs) in partnership with the State Bank of Pakistan (SBP). Additionally, the SWAPS portal's internal interface design on the IRIS platform has also been approved development. The following milestones have been attained:

- i. Establishment of the Policy Framework (Rules) for SWAPS.
- ii. Issuance of Notifications for Swaps Agents.
- iii. Creation of the Technical Framework (Functional Specification Document).
- iv. Composition and Testing of API Specifications in conjunction with SBP.
- v. Approval of Mock-ups for Software Development on May 3, 2024.

#### 10. Digital Invoicing Initiative:

In response to the evolving landscape of business-to-business (B2B) transactions, the FBR has introduced a digital invoicing initiative that leverages the FBR's portal to adopt digital invoicing fully. This initiative is designed to seamlessly integrate supply chains from import and manufacturing stages right through to the final consumer. By requiring licensing for providers of Enterprise Resources Planning (ERP) and Point of Sale Solutions, the initiative ensures accurate reporting and prevents misreporting. Additionally, integrating third-party data sources allows for the auto-population of tax returns, lightening the administrative load on businesses and enhancing reporting accuracy. This strategy not only reduces direct interactions between taxpayers and tax collectorates but also enhances transparency and lowers the overall cost of tax compliance.

The proposed digital solution marks a significant step towards fully documenting all supply chain transactions. This documentation process involves registering software providers approved by the board's Approval Committee. These providers are tasked with the registration, installation, and operationalization of sales software for registered persons with the FBR. They are also responsible

for providing real-time sales and purchase information of registered persons to the FBR via middleware. It is mandatory for registered persons to keep their registration profiles with the software providers updated, ensuring that this information is continually exchanged, updated, and synchronized with the FBR.

#### 11. Enforcement & Coordination<sup>8</sup>

- i. A comprehensive National Anti-Smuggling Strategy has been developed in consultation with relevant stakeholders to combat the smuggling menace in Pakistan. This strategy aims for targeted interventions at both strategic and tactical levels by establishing short, medium, and long-term objectives. Adopting a Whole-of-Government approach, the implementation of this strategy is expected to significantly curtail the influx of smuggled goods.
- ii. Pakistan Customs has intensified its anti-smuggling efforts, resulting in the seizure of goods valued at Rs. 106.08 billion during the fiscal year 2023-24, a substantial increase from Rs. 63.40 billion seized during the same period last year, reflecting a growth of 67.80%.
- iii. To effectively curb the smuggling of essential commodities, 54 Joint Check Posts (JCPs) and Inter-Provincial Check Posts (IP-JCPs) were established in October 2023. These check posts have significantly bolstered the enforcement campaign against smuggling, with goods worth Rs. 9.3 billion seized from November 2023 to June 2024.
- iv. To restrict the reverse flow of Afghan transit goods, items prone to smuggling such as fabric, tires, cosmetics, and home appliances have been prohibited from transit to Afghanistan as per the Ministry of Commerce's SRO-1397(I)/2023 dated October 3, 2023.
- v. To intercept the movement of smuggled goods on motorways, a Memorandum of Understanding (MoU) has been signed between the National Highway and Motorway Police (NH&MP) and Pakistan Customs.
- vi. To enhance enforcement measures, several Information Technology-based solutions have been implemented:

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<sup>&</sup>lt;sup>8</sup> Secretary Enforcement and Coordination, FBR

- a) A specialized Anti-Smuggling Portal has been developed, offering a comprehensive solution for the seizure and confiscation of smuggled goods. This portal serves both Customs and other Law Enforcement Agencies (LEAs) that hold the authority to prevent smuggling;
- b) The Customs Interdiction Module (CIM) has been launched, providing online access and verification for imported cargo. This module generates alerts and red flags for cargo suspected of being smuggled;
- c) To enhance the monitoring and movement of essential commodities, an online tracking portal, S-Track, has been implemented.
- vii. To strengthen the legal framework and combat the smuggling of essential commodities, items such as wheat, wheat flour, sugar, and urea have been officially listed under SRO 495(I)/2023 dated April 14, 2023. Additionally, to regulate the storage of these commodities, a customs area spanning 10 kilometers adjacent to Pakistan's frontiers with Afghanistan, India, and Iran, and 50 kilometers adjacent to eight districts of Baluchistan, has been notified vide SRO 499(I)/2023 dated April 19, 2023.

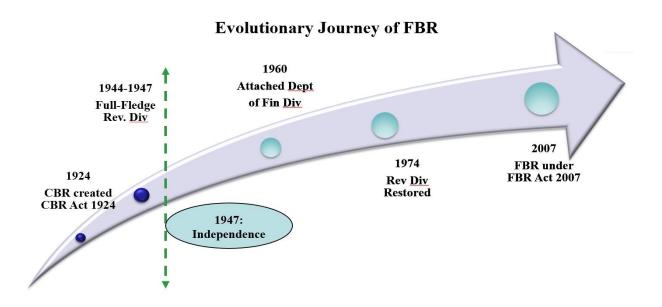
#### Annex - I

#### FBR HISTORICAL JOURNEY

#### **Brief History**

The Central Board of Revenue (CBR), predecessor of the FBR was established on April 01, 1924 through enactment of the CBR Act, 1924. In 1944, a full-fledged Revenue Division was created under the Ministry of Finance. After independence, this arrangement continued till 31<sup>st</sup> August 1960, when, on the recommendations of the Administrative Re-Organization Committee, CBR was made an attached department of the Ministry of Finance. In 1974, further changes were made to streamline its functions. Consequently, the post of Chairman, CBR was created with the status of ex-officio Additional Secretary and Secretary Finance was relieved of his duties as ex-officio Chairman of the CBR.

To remove further impediments in the exercise of administrative powers of a Secretary to the Government and for effective formulation and implementation of fiscal policy measures, the status of the Revenue Division was restored under the Ministry of Finance on October 22, 1991. However, it was abolished in January 1995, and CBR reverted to the pre-1991 position only to be reestablished on December 01, 1998. Since then, the Revenue Division exists but a new Act was promulgated under which the organization was renamed as Federal Board of Revenue (FBR) in July, 2007 with substantial restructuring of its functions.



#### **Functions of Revenue Division/FBR**

In the existing setup, the Chairman FBR, as executive head of the Federal Board of Revenue, also generally holds the position of Secretary Revenue Division and performs the following functions.

- Formulation and administration of taxation policy
- Levy and collection of federal taxes
- Quasi-judicial function of hearing of appeals
- Entering avoidance of double-taxation treaties with other countries
- Liaise with all Ministries, Chambers of Commerce, and Industry as well as International Organizations
- Provide an up-date on FBR activities to the President and the Prime Minister of Pakistan

Secretary Revenue Division / Chairman's responsibilities also involve interaction with the offices of the President, the Prime Minister, all economic Ministries as well as trade and industry.

#### **Organizational Set-up**

In the present setup, Secretary Revenue Division/Chairman FBR, is assisted by the following Members and Additional Secretaries. The Revenue Division is divided along four broad functional categories. Besides its top tier, senior management also includes various Director Generals, Chief Commissioners and Chief Collectors.

#### CHAIRPERSON, CBR/FBR

1)	Mr. Rashid Mahmood (Current)	08.08.2024	
2)	Malik Amjed Zubair Tiwana	01.08.2023	08.08.2024
3)	Mr. Asim Ahmad	27.04.2022	31.07.2023
4)	Dr. Muhammad Ashfaq Ahmed	24.08.2021	27.04.2022
5)	Mr. Asim Ahmad	09.04.2021	24.08.2021
6)	Mr. Muhammad Javed Ghani	07.07.2020	09.04.2021
7)	Ms. Nausheen Javaid Amjad	08.04.2020	06.07.2020
8)	Ms. Nausheen Javaid Amjad (Acting Chairperson)	06.01.2020	08.04.2020
9)	Syed Muhammmad Shabbar Zaidi	10.05.2019	06.01.2020
10)	Mr. Mohammad Jehanzeb Khan	29.08.2018	10.05.2019
11)	Ms. Rukhsana Yasmin	02.07.2018	29.08.2018
12)	Mr. Tariq Mahmood Pasha	04.07.2017	02.07.2018
13)	Dr. Muhamad Irshad	19.01.2017	30.06.2017
14)	Mr. Nisar Muhammad Khan	17.11.2015	18.01.2017
15)	Mr. Tariq Bajwa	02.07.2013	17.11.2015
16)	Mr.Ansar Javed	10.04.2013	30.06.2013

17)	Mr. Ali Arshad Hakeem	10.07.2012	09.04.2013
18)	Mr. Mumtaz Haider Rizvi	21.01.2012	10.07.2012
19)	Mr. Salman Siddique	24.12.2010	21.01.2012
20)	Mr. Sohail Ahmad	18.05.2009	18.03.2010
21)	Mr. Moinuddin Khan	02.01.1998	06.11.1998
22)	Mr. Hafeezullah Ishaq	11.11.1996	02.01.1998
23)	Mr. Shamim Ahmed	28.08.1996	11.11.1996
24)	Mr. Alvi Abdul Rahim	13.07.1995	28.08.1996
25)	Mr. Sajjad Hasan	24.07.1991	03.10.1991
26)	Mr. Ahadullah Akmal	16.08.1990	24.07.1991
27)	Mr. Ghulam Yazdani Khan	22.01.1989	11.08.1990
28)	Syed Aitezazuddin Ahmed	20.08.1988	02.01.1989
29)	Mr. I.A. Imtiazi	11.08.1985	20.08.1988
30)	Mr. Fazlur Rahman Khan	14.12.1980	11.08.1985
31)	Mr. N.M. Qureshi	12.11.1975	14.12.1980
32)	Mr. M. Zulfiqar	01.10.1974	12.11.1975
33)	Mr. Riaz Ahmad	17.11.1973	30.09.1974
34)	Mr. M. Zulfiqar	11.10.1971	17.11.1973

# SECRETARY REVENUE DIVISION

1)	Mr. Rashid Mahmood (Current)	08.08.2024	
2)	Malik Amjed Zubair Tiwana	01.08.2023	08.08.2024
3)	Mr. Asim Ahmad	28.04.2022	31.07.2023
4)	Dr. Muhammad Ashfaq Ahmed	24.08.2021	27.04.2022
5)	Mr. Asim Ahmad	09.04.2021	24.08.2021
6)	Mr. Muhammad Javed Ghani	08.07.2020	09.04.2021
7)	Mr. Mohammad Jehanzeb Khan	29.08.2018	10.05.2019
8)	Ms. Rukhsana Yasmin	02.07.2018	29.08.2018
9)	Mr. Tariq Mahmood Pasha	04.07.2017	02.07.2018
10)	Dr. Muhammad Irshad	19.01.2017	30.06.2017
11)	Mr. Nisar Muhammad Khan	19.02.2016	18.01.2017
12)	Mr. Tariq Bajwa	05.07.2013	17.11.2015
13)	Mr. Ansar Javed	10.04.2013	30.06.2013
14)	Mr. Ali Arshad Hakeem	10.07.2012	09.04.2013
15)	Mr. Mumtaz Haider Rizvi	21.01.2012	10.07.2012
16)	Mr. Salman Siddique	24.12.2010	21.01.2012
17)	Mr. Sohail Ahmed	18.03.2010	24.12.2010
18)	Mr. Ahmad Waqar	24.07.2008	18.05.2009
19)	Mr. M. Abdullah Yusuf	01.11.2007	23.07.2008
20)	Mr. Riaz Ahmad Malik	03.07.2001	11.03.2004
21)	Mr. Riaz Hussain Naqvi	08.11.1999	02.07.2001
22)	Mian Iqbal Farid	07.11.1998	06.11.1999
23)	Mr. A.R. Siddiqi	11.07.1994	11.01.1995
24)	Mr. Javed Talat	26.07.1993	01.07.1994
25)	Qazi M. Alimullah	03.05.1993	17.07.1993
26)	Mr. M. Mubeen Ahsan	03.11.1992	03.05.1993
27)	Mr. Sajjad Hasan	03.10.1991	03.11.1992

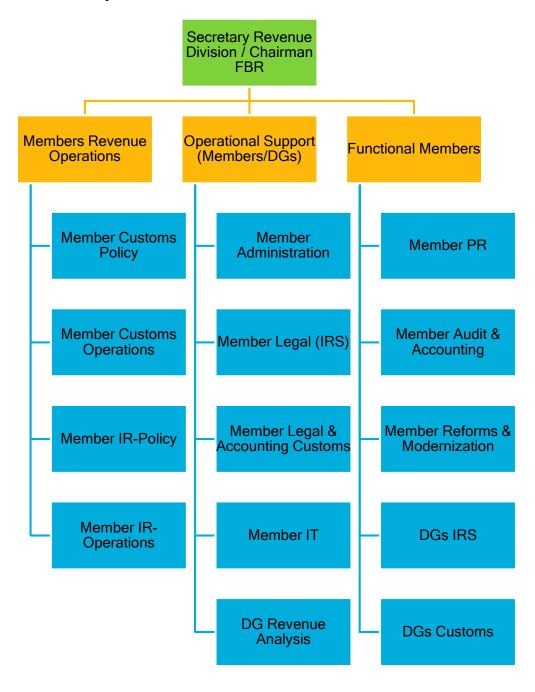
# SECRETARY GENERAL REVENUE DIVISION/ CHAIRPERSON, FBR

1)	Mr. M. Abdullah Yusuf	14.06.2006	23.07.2008
VICE	CHAIRPERSON, CHAIRPERSON CBR		
1) 2) 3) 4)	Mr. Moinuddin Khan Mr. Hafeezullah Ishaq Mr. Shamim Ahmed Alvi Abdul Rahim (Remained vice Chairperson of CBR before becoming Chairperson CBR)	02.01.1998 11.11.1996 28.08.1996 13.07.1995	06.11.1998 02.01.1998 11.11.1996 28.08.1996
FINA	NCE SECRETARIES/ EX-OFFICIO CHAIRPA	ERSON, CBR	
1) 2) 3) 4) 5) 6) 7) 8) 9)	Mr. A.G.N. Kazi Mr. Ghulam Ishaq Khan Mr. M. M. Ahmed Mr. Mumtaz Mirza Mr. M. Ayub Mr. H. A. Majid Mr. Mumtaz Hassan Mr. Abdul Qadir Sir Victor Turner	08.09.1970 31.05.1966 06.03.1963 19.06.1961 29.07.1960 01.11.1958 25.02.1952 01.02.1950 14.08.1947	10.10.1971 08.09.1970 30.05.1966 06.03.1963 19.06.1961 29.07.1960 01.11.1958 25.02.1952 01.02.1950

#### Annex – II

#### **ORGANOGRAM OF FBR**

The names of Secretaries Revenue Division / Ex-officio Chairmen, full time Chairmen and Secretary General Revenue Division, who headed the Revenue Division/ CBR/FBR from August 14, 1947, onwards, are presented below.



# Annex – III

# STATISTICAL APPENDIX

Comparative Statements of

Month - to - Month and Progressive

Collection for the period FY2023-24 & FY2022-23

# Provisional Collection of Federal Taxes 2023-24 Vs. 2022-23

(Rs Million)

							Collectio	n						Target 2	(RS Million)
			FY 2023-24			FY 2022-23			)MPARISO	)N		Growth (%	)	Target 2	1023-24
MONTHS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	587,456	49,106	538,350	485,981	27,622	458,359	101,475	21,484	79,991	20.9	77.8	17.5	538,350	100.0
AUGUST	M	711,685	42,538	669,147	529,622	38,923	490,699	182,063	3615	178,448	34.4	9.3	36.4	669,147	100.0
	P	1,299,141	91,644	1,207,497	1,015,603	66,545	949,058	283,538	25,099	258,439	27.9	37.7	27.2	1,207,497	100.0
EPTEMBER	M	870,542	36,492	834,050	702,195	17,357	684,838	168,347	19,135	149,212	24.0	110.2	21.8	834,050	100.0
1st Quarter		2,169,683	128,136	2,041,547	1,717,798	83,902	1,633,896	451,885	44,234	407,651	26.3	52.7	24.9	2,041,547	100.0
OCTOBER	M	736,825	29,991	706,834	543,773	28,672	515,101	193,052	1,319	191,733	35.5	4.6	37.2	706,834	100.0
	P	2,906,508	158,127	2,748,381	2,261,571	112,574	2,148,997	644,937	45,553	599,384	28.5	40.5	27.9	2,748,381	100.0
NOVEMBER	M	770,363	34,030	736,333	561,759	22,357	539,402	208,604	11,673	196,931	37.1	52.2	36.5	710,000	103.7
	P	3,676,871	192,157	3,484,714	2,823,330	134,931	2,688,399	853,541	57,226	796,315	30.2	42.4	29.6	3,458,381	100.8
DECEMBER	M	1,022,650	38,123	984,527	781,042	40,602	740,440	241,608	-2,479	244,087	30.9	-6.1	33.0	966,800	101.8
2nd Quarter		2,529,838	102,144	2,427,694	1,886,574	91,631	1,794,943	643,264	10,513	632,751	34.1	11.5	35.3	2,383,634	101.8
Upto 2nd Qtr		4,699,521	230,280	4,469,241	3,604,372	175,533	3,428,839	1,095,149	54,747	1,040,402	30.4	31.2	30.3	4,425,181	101.0
JANUARY	M	717,788	37,448	680,340	570,494	32,896	537,598	147,294	4,552	142,742	25.8	13.8	26.6	689,576	98.7
	P	5,417,309	267,728	5,149,581	4,174,866	208,429	3,966,437	1,242,443	59,299	1,183,144	29.8	28.5	29.8	5,114,757	100.7
FEBRUARY	M	716,188	34,489	681,699	554,072	26,849	527,223	162,116	7,640	154,476	29.3	28.5	29.3	713,785	95.5
	P	6,133,497	302,217	5,831,280	4,728,938	235,278	4,493,660	1,404,559	66,939	1,337,620	29.7	28.5	29.8	5,828,542	100.0
MARCH	M	946,945	66,711	880,234	681,993	19,747	662,246	264,952	46,964	217,988	38.8	237.8	32.9	878,758	100.2
3rd Quarter		2,380,921	138,648	2,242,273	1,806,559	79,492	1,727,067	574,362	59,156	515,206	31.8	74.4	29.8	2,282,119	98.3
Upto 3rd Qtr		7,080,442	368,928	6,711,514	5,410,931	255,025	5,155,906	1,669,511	113,903	1,555,608	30.9	44.7	30.2	6,707,300	100.1
APRIL	M	692,541	42,199	650,342	509,048	27,023	482,025	183,493	15,176	168,317	36.0	56.2	34.9	707,001	92.0
	P	7,772,983	411,127	7,361,856	5,919,979	282,048	5,637,931	1,853,004	129,079	1,723,925	31.3	45.8	30.6	7,414,301	99.3
MAY	M	790,877	26,984	763,893	604,921	32,779	572,142	185,956	-5,795	191,751	30.7	-17.7	33.5	744,999	102.5
	P	8,563,860	438,111	8,125,749	6,524,900	314,827	6,210,073	2,038,960	123,284	1,915,676	31.2	39.2	30.8	8,159,300	99.6
JUNE	M	1,217,595	44,265	1,173,330	1,011,289	57,497	953,792	206,306	-13,232	219,538	20.4	-23.0	23.0	1,092,701	107.4
4th Quarter		2,701,013	113,448	2,587,565	2,125,258	117,299	2,007,959	575,755	-3,851	579,606	27.1	-3.3	28.9	2,544,701	101.7
Annual		9,781,455	482,376	9,299,079	7,536,189	372,324	7,163,865	2,245,266	110,052	2,135,214	29.8	29.6	29.8	9,252,001	100.5

M-Monthly, P-Progressive

							Collect	ion						Target 2	2023-24
MONTHS		I	FY 2023-24			FY 2022-23	3	C	OMPARISO	ON		Growth (%)	)		
WONTIS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	232,549	18	232,531	179,734	2,036	177,698	52,815	-2,018	54,833	29.4	-99.1	30.9	232,531	100.0
AUGUST	M	265,080	9,719	255,361	168,040	2,577	165,463	97,040	7142	89,898	57.7	277.1	54.3	255,361	100.0
	P	497,629	9,737	487,892	347,774	4,613	343,161	149,855	5,124	144,731	43.1	111.1	42.2	487,892	100.0
SEPTEMBER	M	449,907	3,010	446,897	339,514	0	339,514	110,393	3,010	107,383	32.5	#DIV/0!	31.6	446,897	100.0
1st Quarter		947,536	12,747	934,789	687,288	4,613	682,675	260,248	8,134	252,114	37.9	176.3	36.9	934,789	100.0
OCTOBER	M	292,127	745	291,382	203,805	715	203,090	88,322	30	88,292	43.3	4.2	43.5	291,382	100.0
	P	1,239,663	13,492	1,226,171	891,093	5,328	885,765	348,570	8,164	340,406	39.1	153.2	38.4	1,226,171	100.0
NOVEMBER	M	343,223	1,899	341,324	216,641	355	216,286	126,582	1,544	125,038	58.4	434.9	57.8	246,000	138.7
	P	1,582,886	15,391	1,567,495	1,107,734	5,683	1,102,051	475,152	9,708	465,444	42.9	170.8	42.2	1,472,171	106.5
DECEMBER	M	583,951	2,555	581,396	425,162	1,560	423,602	158,789	995	157,794	37.3	63.8	37.3	321,561	180.8
2nd Quarter		1,219,301	5,199	1,214,102	845,608	2,630	842,978	373,693	2,569	371,124	44.2	97.7	44.0	858,943	141.3
Upto 2nd Qtr		2,166,837	17,946	2,148,891	1,532,896	7,243	1,525,653	633,941	10,703	623,238	41.4	147.8	40.9	1,793,732	119.8
JANUARY	M	300,847	2,267	298,580	223,292	3,382	219,910	77,555	-1,115	78,670	34.7	-33.0	35.8	257,641	115.9
	P	2,467,684	20,213	2,447,471	1,756,188	10,625	1,745,563	711,496	9,588	701,908	40.5	90.2	40.2	2,051,373	119.3
FEBRUARY	M	315,374	1,113	314,261	212,063	247	211,816	103,311	866	102,445	48.7	350.6	48.4	269,323	116.7
	P	2,783,058	21,326	2,761,732	1,968,251	10,872	1,957,379	814,807	10,454	804,353	41.4	96.2	41.1	2,320,696	119.0
MARCH	M	507,303	4,330	502,973	352,149	612	351,537	155,154	3,718	151,436	44.1	607.5	43.1	376,371	133.6
3rd Quarter		1,123,524	7,710	1,115,814	787,504	4,241	783,263	336,020	3,469	332,551	42.7	81.8	42.5	903,335	123.5
Upto 3rd Qtr		3,290,361	25,656	3,264,705	2,320,400	11,484	2,308,916	969,961	14,172	955,789	41.8	123.4	41.4	2,697,067	121.0
APRIL	M	271,095	22,576	248,519	208,367	2,374	205,993	62,728	20,202	42,526	30.1	851.0	20.6	254,722	97.6
	P	3,561,456	48,232	3,513,224	2,528,767	13,858	2,514,909	1,032,689	34,374	998,315	40.8	248.0	39.7	2,951,789	119.0
MAY	M	348,083	2,220	345,863	231,909	288	231,621	116,174	1,932	114,242	50.1	670.8	49.3	305,825	113.1
	P	3,909,539	50,452	3,859,087	2,760,676	14,146	2,746,530	1,148,863	36,306	1,112,557	41.6	256.7	40.5	3,257,614	118.5
JUNE	M	673,151	2,678	671,644	564,217	39,927	524,290	108,934	-37,249	147,354	19.3	-93.3	28.1	463,387	144.9
4th Quarter		1,292,329	27,474	1,266,026	1,004,493	42,589	961,904	287,836	-15,115	304,122	28.7	-35.5	31.6	1,023,934	123.6
Annual		4,582,690	53,130	4,530,731	3,324,893	54,073	3,270,820	1,257,797	-943	1,259,911	37.8	-1.7	38.5	3,721,001	121.8

					Target 2	2023-24									
MONTHS		J	FY 2023-24			FY 2022-2	3	CO	OMPARIS(	ON		Growth (%	)	J	
MONTHS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	354,907	49,088	305,819	306,247	25,586	280,661	48,660	23,502	25,158	15.9	91.9	9.0	305,819	100.0
AUGUST	M	446,605	32,819	413,786	361,582	36,346	325,236	85,023	-3527	88,550	23.5	-9.7	27.2	413,786	100.0
	P	801,512	81,907	719,605	667,829	61,932	605,897	133,683	19,975	113,708	20.0	32.3	18.8	719,605	100.0
SEPTEMBER	M	420,635	33,482	387,153	362,681	17,357	345,324	57,954	16,125	41,829	16.0	92.9	12.1	387,153	100.0
1st Quarter		1,222,147	115,389	1,106,758	1,030,510	79,289	951,221	191,637	36,100	155,537	18.6	45.5	16.4	1,106,758	100.0
OCTOBER	M	444,698	29,246	415,452	339,968	27,957	312,011	104,730	1,289	103,441	30.8	4.6	33.2	415,452	100.0
	P	1,666,845	144,635	1,522,210	1,370,478	107,246	1,263,232	296,367	37,389	258,978	21.6	34.9	20.5	1,522,210	100.0
NOVEMBER	M	427,140	32,131	395,009	345,118	22,002	323,116	82,022	10,129	71,893	23.8	46.0	22.2	464,000	85.1
	P	2,093,985	176,766	1,917,219	1,715,596	129,248	1,586,348	378,389	47,518	330,871	22.1	36.8	20.9	1,986,210	96.5
DECEMBER	M	438,699	35,568	403,131	355,880	39,042	316,838	82,819	-3,474	86,293	23.3	-8.9	27.2	645,239	62.5
2nd Quarter		1,310,537	96,945	1,213,592	1,040,966	89,001	951,965	269,571	7,944	261,627	25.9	8.9	27.5	1,524,691	79.6
Upto 2nd Qtr		2,532,684	212,334	2,320,350	2,071,476	168,290	1,903,186	461,208	44,044	417,164	22.3	26.2	21.9	2,631,449	88.2
JANUARY	M	416,941	35,181	381,760	347,202	29,514	317,688	69,739	5,667	64,072	20.1	19.2	20.2	431,935	88.4
	P	2,949,625	247,515	2,702,110	2,418,678	197,804	2,220,874	530,947	49,711	481,236	22.0	25.1	21.7	3,063,384	88.2
FEBRUARY	M	400,814	33,376	367,438	342,009	26,602	315,407	58,805	6,774	52,031	17.2	25.5	16.5	444,462	82.7
	P	3,350,439	280,891	3,069,548	2,760,687	224,406	2,536,281	589,752	56,485	533,267	21.4	25.2	21.0	3,507,846	87.5
MARCH	M	439,642	62,381	377,261	329,844	19,135	310,709	109,798	43,246	66,552	33.3	226.0	21.4	502,387	75.1
3rd Quarter		1,257,397	130,938	1,126,459	1,019,055	75,251	943,804	238,342	55,687	182,655	23.4	74.0	19.4	1,378,784	81.7
Upto 3rd Qtr		3,790,081	343,272	3,446,809	3,090,531	243,541	2,846,990	699,550	99,731	599,819	22.6	41.0	21.1	4,010,233	86.0
APRIL	M	421,446	19,623	401,823	300,681	24,649	276,032	120,765	-5,026	125,791	40.2	-20.4	45.6	452,279	88.8
	P	4,211,527	362,895	3,848,632	3,391,212	268,190	3,123,022	820,315	94,705	725,610	24.2	35.3	23.2	4,462,512	86.2
MAY	M	442,794	24,764	418,030	373,012	32,491	340,521	69,782	-7,727	77,509	18.7	-23.8	22.8	439,174	95.2
	P	4,654,321	387,659	4,266,662	3,764,224	300,681	3,463,543	890,097	86,978	803,119	23.6	28.9	23.2	4,901,686	87.0
JUNE	M	543,273	41,587	501,686	447,072	17,570	429,502	96,201	24,017	72,184	21.5	136.7	16.8	629,314	79.7
4th Quarter		1,407,513	85,974	1,321,539	1,120,765	74,710	1,046,055	286,748	11,264	275,484	25.6	15.1	26.3	1,520,767	86.9
Annual		5,197,594	429,246	4,768,348	4,211,296	318,251	3,893,045	986,298	110,995	875,303	23.4	34.9	22.5	5,531,000	86.2

							Collecti	ion						Target 2	2023-24
MONTHS		I	FY 2023-24			FY 2022-23	3	C	OMPARIS(	ON		Growth (%)	)		
WIONTIIS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	245,052	42,918	202,134	211,276	24,130	187,146	33,776	18,788	14,988	16.0	77.9	8.0	202,134	100.0
AUGUST	M	301,859	31,231	270,628	251,310	32,974	218,336	50,549	-1743	52,292	20.1	-5.3	24.0	270,628	100.0
	P	546,911	74,149	472,762	462,586	57,104	405,482	84,325	17,045	67,280	18.2	29.8	16.6	472,762	100.0
SEPTEMBER	M	286,598	32,416	254,182	251,485	14,823	236,662	35,113	17,593	17,520	14.0	118.7	7.4	254,182	100.0
1st Quarter		833,509	106,565	726,944	714,071	71,927	642,144	119,438	34,638	84,800	16.7	48.2	13.2	726,944	100.0
OCTOBER	M	303,684	28,778	274,906	236,605	24,522	212,083	67,079	4,256	62,823	28.4	17.4	29.6	274,906	100.0
	P	1,137,193	135,343	1,001,850	950,676	96,449	854,227	186,517	38,894	147,623	19.6	40.3	17.3	1,001,850	100.0
NOVEMBER	M	283,403	30,203	253,200	231,566	18,371	213,195	51,837	11,832	40,005	22.4	64.4	18.8	281,500	89.9
	P	1,420,596	165,546	1,255,050	1,182,242	114,820	1,067,422	238,354	50,726	187,628	20.2	44.2	17.6	1,283,350	97.8
DECEMBER	M	292,401	32,185	260,216	241,337	36,784	204,553	51,064	-4,599	55,663	21.2	-12.5	27.2	440,748	59.0
2nd Quarter		879,488	91,166	788,322	709,508	79,677	629,831	169,980	11,489	158,491	24.0	14.4	25.2	997,154	79.1
Upto 2nd Qtr		1,712,997	197,731	1,515,266	1,423,579	151,604	1,271,975	289,418	46,127	243,291	20.3	30.4	19.1	1,724,098	87.9
JANUARY	M	282,693	32,408	250,285	231,409	25,662	205,747	51,284	6,746	44,538	22.2	26.3	21.6	284,218	88.1
	P	1,995,690	230,139	1,765,551	1,654,988	177,266	1,477,722	340,702	52,873	287,829	20.6	29.8	19.5	2,008,316	87.9
FEBRUARY	M	271,618	30,353	241,265	234,796	20,725	214,071	36,822	9,628	27,194	15.7	46.5	12.7	287,479	83.9
	P	2,267,308	260,492	2,006,816	1,889,784	197,991	1,691,793	377,524	62,501	315,023	20.0	31.6	18.6	2,295,795	87.4
MARCH	M	289,801	59,510	230,291	226,739	17,465	209,274	63,062	42,045	21,017	27.8	240.7	10.0	333,740	69.0
3rd Quarter		844,112	122,271	721,841	692,944	63,852	629,092	151,168	58,419	92,749	21.8	91.5	14.7	905,437	79.7
Upto 3rd Qtr		2,557,109	320,002	2,237,107	2,116,523	215,456	1,901,067	440,586	104,546	336,040	20.8	48.5	17.7	2,629,535	85.1
APRIL	M	279,800	18,441	261,359	211,011	22,087	188,924	68,789	-3,646	72,435	32.6	-16.5	38.3	291,252	89.7
	P	2,836,909	338,443	2,498,466	2,327,534	237,543	2,089,991	509,375	100,900	408,475	21.9	42.5	19.5	2,920,787	85.5
MAY	M	293,828	23,533	270,295	251,449	29,297	222,152	42,379	-5,764	48,143	16.9	-19.7	21.7	283,339	95.4
	P	3,130,737	361,976	2,768,761	2,578,983	266,840	2,312,143	551,754	95,136	456,618	21.4	35.7	19.7	3,204,126	86.4
JUNE	M	354,286	36,216	318,070	292,550	13,260	279,290	61,736	22,956	38,780	21.1	173.1	13.9	402,874	79.0
4th Quarter		927,914	78,190	849,724	755,010	64,644	690,366	172,904	13,546	159,358	22.9	21.0	23.1	977,465	86.9
Annual		3,485,023	398,192	3,086,831	2,871,533	280,100	2,591,433	613,490	118,092	495,398	21.4	42.2	19.1	3,607,000	85.6

							Collect	ion						Target	2023-24
MONTHS		]	FY 2023-24	ı		FY 2022-23	3	C	OMPARIS(	ON		Growth (%	)		
WONTIIS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	151,657	124	151,533	128,702	0	128,702	22,955	124	22,831	17.8		17.7		
AUGUST	M	171,135	51	171,084	157,247	0	157,247	13,888	51	13,837	8.8		8.8		
	P	322,792	175	322,617	285,949	0	285,949	36,843	175	36,668	12.9		12.8		
SEPTEMBER	M	137,750	112	137,638	142,987	0	142,987	-5,237	112	-5,349	-3.7		-3.7		
1st Quarter		460,542	287	460,255	428,936	0	428,936	31,606	287	31,319	7.4		7.3		
OCTOBER	M	155,793	56	155,737	127,942	0	127,942	27,851	56	27,795	21.8		21.7		
	P	616,335	343	615,992	556,878	0	556,878	59,457	343	59,114	10.7		10.6		
NOVEMBER	M	152,568	7	152,561	130,678	0	130,678	21,890	7	21,883	16.8		16.7		
	P	768,903	350	768,553	687,556	0	687,556	81,347	350	80,997	11.8		11.8		
DECEMBER	M	157,293	5	157,288	137,294	0	137,294	19,999	5	19,994	14.6		14.6		
2nd Quarter		465,654	68	465,586	395,914	0	395,914	69,740	68	69,672	17.6		17.6		
Upto 2nd Qtr		926,196	355	925,841	824,850	0	824,850	101,346	355	100,991	12.3		12.2		
JANUARY	M	165,619	5	165,614	138,740	0	138,740	26,879	5	26,874	19.4		19.4		
	P	1,091,815	360	1,091,455	963,590	0	963,590	128,225	360	127,865	13.3		13.3		
FEBRUARY	M	143,904	19	143,885	131,552	0	131,552	12,352	19	12,333	9.4		9.4		
	P	1,235,719	379	1,235,340	1,095,142	0	1,095,142	140,577	379	140,198	12.8		12.8		
MARCH	M	150,322	38	150,284	125,596	0	125,596	143,008	0	143,008	19.7		19.7		
3rd Quarter		459,845	62	459,783	395,888	0	395,888	182,239	24	182,215	16.2		16.1		
Upto 3rd Qtr		1,386,041	417	1,385,624	1,220,738	0	1,220,738	283,585	379	283,206	13.5		13.5		
APRIL	M	147,670	0	147,670	106,283	0	106,283	41,387	0	41,387	38.9		38.9		
	P	1,533,711	417	1,533,294	1,327,021	0	1,327,021	206,690	417	206,273	15.6		15.5		
MAY	M	162,809	2	162,807	152,004	0	152,004	10,805	2	10,803	7.1		7.1		
	P	1,696,520	419	1,696,101	131,552	0	131,552	1,564,968	419	1,564,549	1189.6		1189.3		
JUNE	M	167,881	35	167,846	114,797	233	114,564	53,084	-198	53,282	46.2	-85.0	46.5		
4th Quarter		478,360	37	478,323	373,084	233	372,851	105,276	-196	105,472	28.2	-84.1	28.3		
Annual		1,864,401	454	1,863,947	1,593,822	233	1,593,589	270,579	221	270,358	17.0	94.8	17.0	<del></del>	

					Collection           FY 2023-24         FY 2022-23         COMPARISON         Growth (%)												
MONTHS		I	FY 2023-24			FY 2022-23	3	CO	OMPARISO	ON		Growth (%)					
MONTHS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)		
JULY	M	93,395	42,794	50,601	82,574	24,130	58,444	10,821	18,664	-7,843	13.1	77.3	-13.4				
AUGUST	M	130,724	31,180	99,544	94,063	32,974	61,089	36,661	-1794	38,455	39.0	-5.4	62.9				
	P	224,119	73,974	150,145	176,637	57,104	119,533	47,482	16,870	30,612	26.9	29.5	25.6				
SEPTEMBER	M	148,848	32,304	116,544	108,498	14,823	93,675	40,350	17,481	22,869	37.2	117.9	24.4				
1st Quarter		372,967	106,278	266,689	285,135	71,927	213,208	87,832	34,351	53,481	30.8	47.8	25.1				
OCTOBER	M	147,891	28,722	119,169	108,663	24,522	84,141	39,228	4,200	35,028	36.1	17.1	41.6				
	P	520,858	135,000	385,858	393,798	96,449	297,349	127,060	38,551	88,509	32.3	40.0	29.8				
NOVEMBER	M	130,835	30,196	100,639	100,888	18,371	82,517	29,947	11,825	18,122	29.7	64.4	22.0				
	P	651,693	165,196	486,497	494,686	114,820	379,866	157,007	50,376	106,631	31.7	43.9	28.1				
DECEMBER	M	135,108	32,180	102,928	104,043	36,784	67,259	31,065	-4,604	35,669	29.9	-12.5	53.0				
2nd Quarter		413,834	91,098	322,736	313,594	79,677	233,917	100,240	11,421	88,819	32.0	14.3	38.0				
Upto 2nd Qtr		786,801	197,376	589,425	598,729	151,604	447,125	188,072	45,772	142,300	31.4	30.2	31.8				
JANUARY	M	117,074	32,403	84,671	92,669	25,662	67,007	24,405	6,741	17,664	26.3	26.3	26.4				
	P	903,875	229,779	674,096	691,398	177,266	514,132	212,477	52,513	159,964	30.7	29.6	31.1				
FEBRUARY	M	127,714	30,334	97,380	103,244	20,725	82,519	24,470	9,609	14,861	23.7	46.4	18.0				
	P	1,031,589	260,113	771,476	794,642	197,991	596,651	236,947	62,122	174,825	29.8	31.4	29.3				
MARCH	M	139,479	59,472	80,007	101,143	17,465	83,678	38,336	42,007	-3,671	37.9	240.5	-4.4				
3rd Quarter		384,267	122,209	262,058	297,056	63,852	233,204	87,211	58,357	28,854	29.4	91.4	12.4				
Upto 3rd Qtr		1,171,068	319,585	851,483	895,785	215,456	680,329	275,283	104,129	171,154	30.7	48.3	25.2				
APRIL	M	132,130	18,441	113,689	104,728	22,087	82,641	27,402	-3,646	31,048	26.2	-16.5	37.6				
	P	1,303,198	338,026	965,172	1,000,513	237,543	762,970	302,685	100,483	202,202	30.3	42.3	26.5				
MAY	M	131,019	23,531	107,488	99,445	29,297	70,148	31,574	-5,766	37,340	31.8	-19.7	53.2				
	P	1,434,217	361,557	1,072,660	1,099,958	266,840	833,118	334,259	94,717	239,542	30.4	35.5	28.8				
JUNE	M	186,405	36,181	150,224	177,753	13,027	164,726	8,652	23,154	-14,502	4.9	177.7	-8.8				
4th Quarter		449,554	78,153	371,401	381,926	64,411	317,515	67,628	13,742	53,886	17.7	21.3	17.0				
Annual		1,620,622	397,738	1,222,884	1,277,711	279,867	997,844	342,911	117,871	225,040	26.8	42.1	22.6				

							Collect	ion						Target 2	2023-24
MONTHS			FY 2023-24			FY 2022-23	3	CO	OMPARIS(	ON		Growth (%)	)		
MONTHS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	30,735	0	30,735	26,623	0	26,623	4,112	0	4,112	15.4	#DIV/0!	15.4	30,735	100.0
AUGUST	M	49,658	0	49,658	24,261	0	24,261	25,397	0	25,397	104.7	#DIV/0!	104.7	49,658	100.0
	P	80,393	0	80,393	50,884	0	50,884	29,509	0	29,509	58.0	#DIV/0!	58.0	80,393	100.0
SEPTEMBER	M	47,201	0	47,201	28,236	0	28,236	18,965	0	18,965	67.2	#DIV/0!	67.2	47,201	100.0
1st Quarter		127,594	0	127,594	79,120	0	79,120	48,474	0	48,474	61.3	#DIV/0!	61.3	127,594	100.0
OCTOBER	M	49,051	0	49,051	28,435	0	28,435	20,616	0	20,616	72.5	#DIV/0!	72.5	49,051	100.0
	P	176,645	0	176,645	107,555	0	107,555	69,090	0	69,090	64.2	#DIV/0!	64.2	176,645	100.0
NOVEMBER	M	45,050	0	45,050	28,604	0	28,604	16,446	0	16,446	57.5	#DIV/0!	57.5	45,000	100.1
	P	221,695	0	221,695	136,159	0	136,159	85,536	0	85,536	62.8	#DIV/0!	62.8	221,645	100.0
DECEMBER	M	43,024	139	42,885	28,127	0	28,127	14,897	139	14,758	53.0	#DIV/0!	52.5	44,127	97.2
2nd Quarter		137,125	139	136,986	85,166	0	85,166	51,959	139	51,820	61.0	#DIV/0!	60.8	138,178	99.1
Upto 2nd Qtr		264,719	139	264,580	164,286	0	164,286	100,433	139	100,294	61.1	#DIV/0!	61.0	265772	99.6
JANUARY	M	42,882	0	42,882	25,687	0	25,687	17,195	0	17,195	66.9	#DIV/0!	66.9	44,931	95.4
	P	307,601	139	307,462	189,973	0	189,973	117,628	139	117,489	61.9	#DIV/0!	61.8	310,703	99.0
FEBRUARY	M	45,077	0	45,077	28,871	2,783	26,088	16,206	-2,783	18,989	56.1	-100.0	72.8	53,407	84.4
	P	352,678	139	352,539	218,844	2,783	216,061	133,834	-2,644	136,478	61.2	-95.0	63.2	364,110	96.8
MARCH	M	49,732	374	49,358	28,710	0	28,710	21,022	374	20,648	73.2	#DIV/0!	71.9	56,534	87.3
3rd Quarter		137,691	374	137,317	83,268	2,783	80,485	54,423	-2,409	56,832	65.4	-86.6	70.6	154,872	88.7
Upto 3rd Qtr		402,410	513	401,897	247,554	2,783	244,771	154,856	-2,270	157,126	62.6	-81.6	64.2	420644	95.5
APRIL	M	50,682	0	50,682	36,393	0	36,393	14,289	0	14,289	39.3	#DIV/0!	39.3	52,181	97.1
	P	453,092	513	452,579	283,947	2,783	281,164	169,145	-2,270	171,415	59.6	-81.6	61.0	472,825	95.7
MAY	M	50,470	0	50,470	42,549	0	42,549	7,921	0	7,921	18.6	#DIV/0!	18.6	50,719	99.5
	P	503,562	513	503,049	326,496	2,783	323,713	177,066	-2,270	179,336	54.2	-81.6	55.4	523,544	96.1
JUNE	M	74,402	0	74,402	43,389	-2,783	46,172	31,013	2,783	28,230	71.5	-100.0	61.1	76,455	97.3
4th Quarter		175,554	0	175,554	122,331	-2,783	125,114	53,223	2,783	50,440	43.5	-100.0	40.3	179,355	97.9
Annual		577,964	513	577,451	369,885	0	369,885	208,079	513	207,566	56.3	#DIV/0!	56.1	599,999	96.2

			Collection  EV 2022 22 COMPA DISON Crowth (9/4)												2023-24
MONTHS		]	FY 2023-24			FY 2022-23	3	CO	OMPARIS(	ON		Growth (%)	)		
MONTHS	M/P	Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	79,120	6,170	72,950	68,348	1,456	66,892	10,772	4,714	6,058	15.8	323.8	9.1	72,950	100.0
AUGUST	M	95,088	1,588	93,500	86,011	3,372	82,639	9,077	-1784	10,861	10.6	-52.9	13.1	93,500	100.0
	P	174,208	7,758	166,450	154,359	4,828	149,531	19,849	2,930	16,919	12.9	60.7	11.3	166,450	100.0
SEPTEMBER	M	86,836	1,066	85,770	82,960	2,534	80,426	3,876	-1,468	5,344	4.7	-57.9	6.6	85,770	100.0
1st Quarter		261,044	8,824	252,220	237,319	7,362	229,957	23,725	1,462	22,263	10.0	19.9	9.7	252,220	100.0
OCTOBER	M	91,963	468	91,495	74,928	3,435	71,493	17,035	-2,967	20,002	22.7	-86.4	28.0	91,495	100.0
	P	353,007	9,292	343,715	312,247	10,797	301,450	40,760	-1,505	42,265	13.1	-13.9	14.0	343,715	100.0
NOVEMBER	M	98,687	1,928	96,759	84,948	3,631	81,317	13,739	-1,703	15,442	16.2	-46.9	19.0	137,500	70.4
	P	451,694	11,220	440,474	397,195	14,428	382,767	54,499	-3,208	57,707	13.7	-22.2	15.1	481,215	91.5
DECEMBER	M	103,274	3,244	100,030	86,416	2,258	84,158	16,858	986	15,872	19.5	43.7	18.9	160,364	62.4
2nd Quarter		293,924	5,640	288,284	246,292	9,324	236,968	47,632	-3,684	51,316	19.3	-39.5	21.7	389,359	74.0
Upto 2nd Qtr		554,968	14,464	540,504	483,611	16,686	466,925	71,357	-2,222	73,579	14.8	-13.3	15.8	641,579	84.2
JANUARY	M	91,366	2,773	88,593	90,106	3,852	86,254	1,260	-1,079	2,339	1.4	-28.0	2.7	102,786	86.2
	P	646,334	17,237	629,097	573,717	20,538	553,179	72,617	-3,301	75,918	12.7	-16.1	13.7	744,365	84.5
FEBRUARY	M	84,119	3,023	81,096	78,342	3,094	75,248	5,777	-71	5,848	7.4	-2.3	7.8	103,576	78.3
	P	730,453	20,260	710,193	652,059	23,632	628,427	78,394	-3,372	81,766	12.0	-14.3	13.0	847,941	83.8
MARCH	M	100,109	2,497	97,612	74,395	1,670	72,725	25,714	827	24,887	34.6	49.5	34.2	112,113	87.1
3rd Quarter		275,594	8,293	267,301	242,843	8,616	234,227	32,751	-323	33,074	13.5	-3.7	14.1	318,475	83.9
Upto 3rd Qtr		830,562	22,757	807,805	726,454	25,302	701,152	104,108	-2,545	106,653	14.3	-10.1	15.2	960,054	84.1
APRIL	M	90,964	1,182	89,782	53,277	2,562	50,715	37,687	-1,380	39,067	70.7	-53.9	77.0	108,846	82.5
	P	921,526	23,939	897,587	779,731	27,864	751,867	141,795	-3,925	145,720	18.2	-14.1	19.4	1,068,900	84.0
MAY	M	98,496	1,231	97,265	79,014	3,194	75,820	19,482	-1,963	21,445	24.7	-61.5	28.3	105,116	92.5
	P	1,020,022	25,170	994,852	858,745	31,058	827,687	161,277	-5,888	167,165	18.8	-19.0	20.2	1,174,016	84.7
JUNE	M	114,585	5,371	109,214	111,133	7,093	104,040	3,452	-1,722	5,174	3.1	-24.3	5.0	149,985	72.8
4th Quarter		304,045	7,784	296,261	243,424	12,849	230,575	60,621	-5,065	65,686	24.9	-39.4	28.5	363,947	81.4
Annual		1,134,607	30,541	1,104,066	969,878	38,151	931,727	164,729	-7,610	172,339	17.0	-19.9	18.5	1,324,001	83.4

MONTHS		Collection												Target 2023-24	
	M/P	FY 2023-24			FY 2022-23			COMPARISON			Growth (%)				
		Gross	Reb/Ref	Net	Goss	Reb/Ref	Net	Goss	Reb/Ref	Net	Gross	Reb/Ref	Net	Target	Achieved (%)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
JULY	M	508,336	42,936	465,400	417,633	26,166	391,467	90,703	16,770	73,933	21.7	64.1	18.9	465,400	100.0
AUGUST	M	616,597	40,950	575,647	443,611	35,551	408,060	172,986	5399	167,587	39.0	15.2	41.1	575,647	100.0
	P	1,124,933	83,886	1,041,047	861,244	61,717	799,527	263,689	22,169	241,520	30.6	35.9	30.2	1,041,047	100.0
SEPTEMBER	M	783,706	35,426	748,280	619,235	14,823	604,412	164,471	20,603	143,868	26.6	139.0	23.8	748,280	100.0
1st Quarter		1,908,639	119,312	1,789,327	1,480,479	76,540	1,403,939	428,160	42,772	385,388	28.9	55.9	27.5	1,789,327	100.0
OCTOBER	M	644,862	29,523	615,339	468,845	25,237	443,608	176,017	4,286	171,731	37.5	17.0	38.7	615,339	100.0
	P	2,553,501	148,835	2,404,666	1,949,324	101,777	1,847,547	604,177	47,058	557,119	31.0	46.2	30.2	2,404,666	100.0
NOVEMBER	M	671,676	32,102	639,574	476,811	18,726	458,085	194,865	13,376	181,489	40.9	71.4	39.6	572,500	111.7
	P	3,225,177	180,937	3,044,240	2,426,135	120,503	2,305,632	799,042	60,434	738,608	32.9	50.2	32.0	2,977,166	102.3
DECEMBER	M	919,376	34,879	884,497	694,626	38,344	656,282	224,750	-3,465	228,215	32.4	-9.0	34.8	806,436	109.7
2nd Quarter		2,235,914	96,504	2,139,410	1,640,282	82,307	1,557,975	595,632	14,197	581,435	36.3	17.2	37.3	1,994,275	107.3
Upto 2nd Qtr		4,144,553	215,816	3,928,737	3,120,761	158,847	2,961,914	1,023,792	56,969	966,823	32.8	35.9	32.6	3,783,602	103.8
JANUARY	M	626,422	34,675	591,747	480,388	29,044	451,344	146,034	5,631	140,403	30.4	19.4	31.1	586,790	100.8
	P	4,770,975	250,491	4,520,484	3,601,149	187,891	3,413,258	1,169,826	62,600	1,107,226	32.5	33.3	32.4	4,370,392	103.4
FEBRUARY	M	632,069	31,466	600,603	475,730	23,755	451,975	156,339	7,711	148,628	32.9	32.5	32.9	610,209	98.4
	P	5,403,044	281,957	5,121,087	4,076,879	211,646	3,865,233	1,326,165	70,311	1,255,854	32.5	33.2	32.5	4,980,601	102.8
MARCH	M	846,836	64,214	782,622	607,598	18,077	589,521	239,238	46,137	193,101	39.4	255.2	32.8	766,645	102.1
3rd Quarter		2,105,327	130,355	1,974,972	1,563,716	70,876	1,492,840	541,611	59,479	482,132	34.6	83.9	32.3	1,963,644	100.6
Upto 3rd Qtr		6,249,880	346,171	5,903,709	4,684,477	229,723	4,454,754	1,565,403	116,448	1,448,955	33.4	50.7	32.5	5,747,246	102.7
APRIL	M	601,577	41,017	560,560	455,771	24,461	431,310	145,806	16,556	129,250	32.0	67.7	30.0	598,155	93.7
	P	6,851,457	387,188	6,464,269	5,140,248	254,184	4,886,064	1,711,209	133,004	1,578,205	33.3	52.3	32.3	6,345,401	101.9
MAY	M	692,381	25,753	666,628	525,907	29,585	496,322	166,474	-3,832	170,306	31.7	-13.0	34.3	639,883	104.2
	P	7,543,838	412,941	7,130,897	5,666,155	283,769	5,382,386	1,877,683	129,172	1,748,511	33.1	45.5	32.5	6,985,284	102.1
JUNE	M	1,101,839	38,894	1,064,116	900,156	50,404	849,752	201,683	-11,510	214,364	22.4	-22.8	25.2	942,716	112.9
4th Quarter		2,395,797	105,664	2,291,304	1,881,834	104,450	1,777,384	513,963	1,214	513,920	27.3	1.2	28.9	2,180,754	105.1
Annual		8,645,677	451,835	8,195,013	6,566,311	334,173	6,232,138	2,079,366	117,662	1,962,875	31.7	35.2	31.5	7,928,000	103.4