

## 7.1 Balance Sheet Analysis- Overall (Non-Financial)

	(Million Rupees)				
ITEMS	2002	2003	2004	2005	2006
<b>A. Capital Structure:</b>					
1. Ordinary Share Capital	228,070	246,857	305,608	352,886	372,924
2. Surplus	204,867	200,607	289,230	429,775	502,441
3. Shareholder's Equity (A1+A2)	432,937	447,464	594,837	782,661	875,365
4. Preference Shares	890	1,083	1,083	3,556	2,242
5. Debentures	43,882	40,128	23,474	28,054	31,265
6. Other Fixed Liabilities	138,313	154,612	196,727	197,522	250,839
7. Total Fixed Liabilities (A4+A5+A6)	183,085	195,824	221,284	229,133	284,346
8. Total Capital Employed (A3+A7)	616,021	643,287	816,121	1,011,794	1,159,711
<b>B. Liquidity:</b>					
1. Liquid Assets:	119,968	162,465	241,184	299,530	377,435
(I) Cash	74,347	97,228	160,857	188,180	184,970
(II) Investments	45,621	65,237	80,328	111,350	192,465
2. Other Current Assets	344,221	234,268	267,963	336,626	413,204
3. Inventories	0	112,597	183,540	206,191	238,909
4. Current Assets (B1+B2+B3)	464,189	509,330	692,687	842,347	1,029,549
5. Current Liabilities	453,948	485,825	596,893	681,254	884,495
6. Total Liabilities (A7+B5)	637,033	681,649	818,178	910,386	1,168,841
7. Net Current Assets (B4-B5)	10,240	23,505	95,793	161,094	145,054
8. Contractual Liabilities	331,725	341,082	373,562	440,416	552,698
9. Net liquid assets (B1-B5)	-333,981	-323,360	-355,709	-381,724	-507,059
<b>C. Fixed Assets:</b>					
1. Fixed Asset At Cost	1,018,106	1,070,185	1,150,211	1,447,299	1,667,291
2. Fixed assets after deducting accumulated depreciation	605,781	619,782	720,328	850,700	1,014,657
3. Depreciation for the year	58,697	54,992	60,445	68,785	75,694
4. Total assets (B4+C2)	1,069,970	1,129,113	1,413,015	1,693,048	2,044,206
<b>D. Operation:</b>					
1. Gross sales	1,222,526	1,382,479	1,632,834	2,026,659	2,568,131
(1) Local sales	1,114,222	1,266,940	1,507,135	1,893,752	2,404,394
(2) Export sales	108,304	115,540	125,699	132,906	163,737
2. Cost of Sales	1,035,743	1,172,439	1,360,161	1,668,514	2,163,051
3. Gross profit	186,783	210,041	272,673	358,144	405,080
4. Overhead and Other Expenses	1,124,121	1,277,734	1,471,056	1,810,273	2,325,428
5. Operating profit	117,714	130,931	199,205	254,141	306,557
6. Financial expenses	47,999	32,030	23,752	29,173	49,160
7. Net profit before tax (D5-D6)	69,714	98,902	175,454	224,969	257,397
8. Tax provision	25,405	36,046	49,604	62,660	73,446
9. Total amount of dividend	44,537	52,182	73,715	70,028	102,555
10. Total value of bonus shares issued	1,879	1,240	2,263	3,399	6,077
<b>E. Sources of Increase In Capital Employed:</b>					
1. Increase/decrease in capital employed (A8 - A8 of preceding year)	70,933	27,266	172,834	195,673	147,917
2. Retention in business (D7-D8-D9)	-228	10,674	52,134	92,280	81,396
3. Finance from outside the company (E1-E2)	71,161	16,592	120,700	103,392	66,521
<b>F. Cash Flow Data</b>					
1. Depreciation for the year plus retention in business: cash flow (C3+E2)	58,469	65,666	112,580	161,065	157,090
2. Depreciation for the year plus changes in capital employed (C3+E1)	129,630	82,258	233,279	264,458	223,611
<b>G. Operating Financial &amp; Investment Ratios:</b>					
1. Gearing ratio (A7 as % of A8)	30	30	27	23	25
2. Current ratio (B4 as % of B5)	102	105	116	124	116
3. Acid test or Quick ratio (B4-B3 as % B5)	102	82	85	93	89
4. Debt equity ratio (B6 as % of A3)	147	152	138	116	134
5. Return on assets (D7 as % of C4)	7	9	12	13	13
6. Self financing ratio (E2 as % of E1)	0	39	30	47	55
7. Cash flow ratio F1 as % of F2	45	80	48	61	70
8. Shareholders equity as % of ordinary share capital (A3 as % of A1)	190	181	195	222	235
9. Overhead and other expenses as % of gross sales (D4 as % D1)	92	92	90	89	91
10. Financial expenses as % of operating profit (D6 as % of D5)	41	25	12	12	16
11. Financial expense as % of gross sales (D6 as % of D1)	4	2	2	1	2
12. Financial expenses as % of contractual liabilities (D6 as % B8)	15	9	6	7	9
13. Tax provision as % of net pre-tax profit (D8 as % of D7)	36	37	28	28	29
14. Sundry debtors as % of gross sales	9	8	7	8	8
15. Return on Equity (D7 as % of A3)	16	22	30	29	29
<b>H. Key Performance Indicators:</b>					
1. Dividend cover ratio [(D7 - D8) as % of D9]	100	121	171	232	179
2. Dividend ratio to equity (D9 as % of A3)	10	12	12	9	12
3. Net profit margin (D7 as % of D1)	6	7	11	11	10
4. Earning per share before tax (D7/No. of ordinary shares)	3	4	6	6	7
5. Earning per share after tax [(D7-D8)/No. of ordinary shares]	2	3	4	5	5
6. Average annual % depreciation on written down fixed assets	10	9	9	9	9
7. Sales as % of total assets (D1 as % of C4)	114	122	116	120	126
8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS)	7	29	39	12	8
9. Sales growth (current year's sales - last year's sales / last year's sales)	4	13	18	24	27
10. Break-up value of ordinary shares (in rupees)	19	18	20	22	24
<b>I. No. of Companies</b>	<b>481</b>	<b>463</b>	<b>451</b>	<b>443</b>	<b>436</b>

## 7.2 Balance Sheet Analysis- Private Sector

	(Million Rupees)				
ITEMS	2002	2003	2004	2005	2006
<b>A. Capital Structure:</b>					
1. Ordinary Share Capital	130,776	135,930	189,178	219,611	237,013
2. Surplus	120,090	135,266	211,634	318,868	403,529
3. Shareholder's Equity (A1+A2)	250,865	271,196	400,812	538,478	640,542
4. Preference Shares	739	1,082	1,082	3,555	2,241
5. Debentures	31,594	22,740	7,547	13,634	18,018
6. Other Fixed Liabilities	120,416	112,765	131,239	160,512	183,172
7. Total Fixed Liabilities (A4+A5+A6)	152,749	136,587	139,868	177,701	203,432
8. Total Capital Employed (A3+A7)	403,614	407,783	540,680	716,180	843,973
<b>B. Liquidity:</b>					
1. Liquid Assets:	80,407	105,348	160,048	223,314	267,142
(I) Cash	46,444	53,645	90,921	139,009	109,223
(II) Investments	33,963	51,703	69,127	84,305	157,919
2. Other Current Assets	220,198	130,408	168,720	207,849	258,778
3. Inventories	0	99,210	144,697	178,938	198,683
4. Current Assets (B1+B2+B3)	300,605	334,966	473,465	610,101	724,602
5. Current Liabilities	277,108	314,100	393,111	482,290	581,435
6. Total Liabilities (A7+B5)	429,857	450,687	532,979	659,991	784,867
7. Net Current Assets (B4-B5)	23,498	20,866	80,355	127,811	143,167
8. Contractual Liabilities	263,752	255,371	270,829	369,713	426,368
9. Net liquid assets (B1-B5)	-196,701	-208,752	-233,063	-258,976	-314,294
<b>C. Fixed Assets:</b>					
1. Fixed Asset At Cost	578,171	616,267	724,105	921,111	1,069,443
2. Fixed assets after deducting accumulated depreciation	380,117	386,917	460,325	588,369	700,807
3. Depreciation for the year	31,051	29,158	37,306	41,302	47,590
4. Total assets (B4+C2)	680,722	721,883	933,791	1,198,470	1,425,409
<b>D. Operation:</b>					
1. Gross sales	744,098	841,227	1,031,308	1,283,069	1,636,818
(1) Local sales	639,188	732,743	913,080	1,162,679	1,494,226
(2) Export sales	104,910	108,484	118,228	120,390	142,592
2. Cost of Sales	634,151	719,248	853,942	1,035,944	1,333,440
3. Gross profit	109,947	121,978	177,366	247,124	303,379
4. Overhead and Other Expenses	683,603	781,340	922,263	1,111,757	1,423,626
5. Operating profit	70,508	71,312	126,206	194,793	250,403
6. Financial expenses	32,094	23,339	18,046	23,692	38,742
7. Net profit before tax (D5-D6)	38,414	47,972	108,160	171,101	211,661
8. Tax provision	10,924	14,716	26,731	39,905	51,491
9. Total amount of dividend	24,450	25,469	39,909	60,169	89,673
10. Total value of bonus shares issued	1,593	747	2,206	3,341	4,301
<b>E. Sources of Increase In Capital Employed:</b>					
1. Increase/decrease in capital employed (A8 - A8 of preceding year)	36,678	4,169	132,897	175,500	127,794
2. Retention in business (D7-D8-D9)	3,039	7,787	41,520	71,027	70,496
3. Finance from outside the company (E1-E2)	33,639	-3,619	91,378	104,473	57,297
<b>F. Cash Flow Data</b>					
1. Depreciation for the year plus retention in business: cash flow (C3+E2)	34,090	36,945	78,826	112,329	118,086
2. Depreciation for the year plus changes in capital employed (C3+E1)	67,729	33,327	170,203	216,801	175,384
<b>G. Operating Financial &amp; Investment Ratios:</b>					
1. Gearing ratio (A7 as % of A8)	38	33	26	25	24
2. Current ratio (B4 as % of B5)	109	107	120	127	125
3. Acid test or Quick ratio (B4-B3 as % B5)	109	75	84	89	91
4. Debt equity ratio (B6 as % of A3)	171	166	133	123	123
5. Return on assets (D7 as % of C4)	6	7	12	14	15
6. Self financing ratio (E2 as % of E1)	8	187	31	41	55
7. Cash flow ratio F1 as % of F2	50	111	46	52	67
8. Shareholders equity as % of ordinary share capital (A3 as % of A1)	192	200	212	245	270
9. Overhead and other expenses as % of gross sales (D4 as % D1)	92	93	89	87	87
10. Financial expenses as % of operating profit (D6 as % of D5)	46	33	14	12	16
11. Financial expense as % of gross sales (D6 as % of D1)	4	3	2	2	2
12. Financial expenses as % of contractual liabilities (D6 as % B8)	12	9	7	6	9
13. Tax provision as % of net pre-tax profit (D8 as % of D7)	28	31	25	23	24
14. Sundry debtors as % of gross sales	7	6	7	7	7
15. Return on Equity (D7 as % of A3)	15	18	27	32	33
<b>H. Key Performance Indicators:</b>					
1. Dividend cover ratio [(D7 - D8) as % of D9]	112	131	204	218	179
2. Dividend ratio to equity (D9 as % of A3)	10	9	10	11	14
3. Net profit margin (D7 as % of D1)	5	6	11	13	13
4. Earning per share before tax (D7/No. of ordinary shares)	3	4	6	8	9
5. Earning per share after tax [(D7-D8)/No. of ordinary shares]	2	3	4	6	7
6. Average annual % depreciation on written down fixed assets	9	8	9	8	8
7. Sales as % of total assets (D1 as % of C4)	109	117	110	107	115
8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS)	4	21	54	37	14
9. Sales growth (current year's sales - last year's sales / last year's sales)	4	13	23	24	28
10. Break-up value of ordinary shares (in rupees)	19	20	21	25	27
<b>I. No. of Companies</b>	<b>457</b>	<b>441</b>	<b>431</b>	<b>424</b>	<b>420</b>

## 7.3 Balance Sheet Analysis- Public Sector

	(Million Rupees)				
ITEMS	2002	2003	2004	2005	2006
<b>A. Capital Structure:</b>					
1. Ordinary Share Capital	97,294	110,927	116,430	133,275	135,910
2. Surplus	84,778	65,341	77,596	110,908	98,913
3. Shareholder's Equity (A1+A2)	182,071	176,268	194,026	244,183	234,823
4. Preference Shares	151	1	1	1	1
5. Debentures	12,288	17,388	15,927	14,420	13,247
6. Other Fixed Liabilities	17,897	41,848	65,488	37,010	67,667
7. Total Fixed Liabilities (A4+A5+A6)	30,336	59,237	81,416	51,432	80,915
8. Total Capital Employed (A3+A7)	212,407	235,504	275,442	295,615	315,738
<b>B. Liquidity:</b>					
1. Liquid Assets:	39,561	57,117	81,136	76,216	110,294
(1) Cash	27,903	43,583	69,935	49,171	75,748
(II) Investments	11,658	13,535	11,201	27,045	34,546
2. Other Current Assets	124,022	103,860	99,242	128,778	154,426
3. Inventories	0	13,387	38,843	27,253	40,227
4. Current Assets (B1+B2+B3)	163,583	174,364	219,221	232,246	304,946
5. Current Liabilities	176,841	171,725	203,783	198,964	303,059
6. Total Liabilities (A7+B5)	207,176	230,962	285,199	250,395	383,974
7. Net Current Assets (B4-B5)	-13,257	2,639	15,438	33,282	1,887
8. Contractual Liabilities	67,973	85,711	102,734	70,703	126,330
9. Net liquid assets (B1-B5)	-137,280	-114,608	-122,647	-122,748	-192,765
<b>C. Fixed Assets:</b>					
1. Fixed Asset At Cost	439,935	453,917	426,107	526,188	597,848
2. Fixed assets after deducting accumulated depreciation	225,665	232,865	260,003	262,332	313,850
3. Depreciation for the year	27,645	25,834	23,139	27,483	28,104
4. Total assets (B4+C2)	389,248	407,229	479,224	494,578	618,797
<b>D. Operation:</b>					
1. Gross sales	478,428	541,253	601,526	743,590	931,312
(1) Local sales	475,034	534,197	594,055	731,073	910,167
(2) Export sales	3,394	7,056	7,470	12,516	21,145
2. Cost of Sales	401,592	453,190	506,219	632,570	829,611
3. Gross profit	76,836	88,063	95,307	111,020	101,701
4. Overhead and Other Expenses	440,518	496,394	548,793	698,516	901,802
5. Operating profit	47,206	59,620	72,999	59,348	56,154
6. Financial expenses	15,905	8,690	5,705	5,481	10,418
7. Net profit before tax (D5-D6)	31,301	50,929	67,294	53,867	45,736
8. Tax provision	14,481	21,329	22,873	22,755	21,955
9. Total amount of dividend	20,087	26,714	33,806	9,859	12,881
10. Total value of bonus shares issued	286	493	57	58	1,776
<b>E. Sources of Increase In Capital Employed:</b>					
1. Increase/decrease in capital employed (A8 - A8 of preceding year)	34,255	23,097	39,937	20,173	20,123
2. Retention in business (D7-D8-D9)	-3,267	2,887	10,615	21,253	10,899
3. Finance from outside the company (E1-E2)	37,522	20,211	29,322	-1,080	9,224
<b>F. Cash Flow Data</b>					
1. Depreciation for the year plus retention in business: cash flow (C3+E2)	24,378	28,721	33,754	48,737	39,003
2. Depreciation for the year plus changes in capital employed (C3+E1)	61,901	48,932	63,076	47,656	48,227
<b>G. Operating Financial &amp; Investment Ratios:</b>					
1. Gearing ratio (A7 as % of A8)	14	25	30	17	26
2. Current ratio (B4 as % of B5)	93	102	108	117	101
3. Acid test or Quick ratio (B4-B3 as % B5)	93	94	89	103	87
4. Debt equity ratio (B6 as % of A3)	114	131	147	103	164
5. Return on assets (D7 as % of C4)	8	13	14	11	7
6. Self financing ratio (E2 as % of E1)	-10	13	27	105	54
7. Cash flow ratio F1 as % of F2	39	59	54	102	81
8. Shareholders equity as % of ordinary share capital (A3 as % of A1)	187	159	167	183	173
9. Overhead and other expenses as % of gross sales (D4 as % D1)	92	92	91	94	97
10. Financial expenses as % of operating profit (D6 as % of D5)	34	15	8	9	19
11. Financial expense as % of gross sales (D6 as % of D1)	3	2	1	1	1
12. Financial expenses as % of contractual liabilities (D6 as % B8)	23	10	6	8	8
13. Tax provision as % of net pre-tax profit (D8 as % of D7)	46	42	34	42	48
14. Sundry debtors as % of gross sales	14	11	7	9	9
15. Return on Equity (D7 as % of A3)	17	29	35	22	20
<b>H. Key Performance Indicators:</b>					
1. Dividend cover ratio (D7 - D8) as % of D91	84	111	131	316	185
2. Dividend ratio to equity (D9 as % of A3)	11	15	17	4	6
3. Net profit margin (D7 as % of D1)	7	9	11	7	5
4. Earning per share before tax (D7/No. of ordinary shares)	3	5	6	4	3
5. Earning per share after tax [(D7-D8)/No. of ordinary shares]	2	3	4	2	2
6. Average annual % depreciation on written down fixed assets	12	12	10	11	10
7. Sales as % of total assets (D1 as % of C4)	123	133	126	150	151
8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS)	3	44	26	-31	-15
9. Sales growth (current year's sales - last year's sales / last year's sales)	4	13	11	24	25
10. Break-up value of ordinary shares (in rupees)	19	16	17	18	17
<b>I. No. of Companies</b>					
	24	22	20	19	16