

7.1 Balance Sheet Analysis- Overall (Non-Financial)

(Million Rupees)

| ITEMS | 2004 | 2005 | 2006 | 2007 | 2008 |
|--|------------|------------|------------|------------|-------------|
| A. Capital Structure: | | | | | |
| 1. Ordinary Share Capital | 305,608 | 354,204 | 372,336 | 394,510 | 419,424 |
| 2. Surplus | 289,230 | 430,746 | 501,329 | 558,499 | 560,270 |
| 3. Shareholder's Equity (A1+A2) | 594,837 | 784,949 | 873,665 | 953,009 | 979,695 |
| 4. Preference Shares | 1,083 | 3,628 | 3,519 | 10,168 | 9,446 |
| 5. Debentures | 23,474 | 30,905 | 31,265 | 45,095 | 49,586 |
| 6. Other Fixed Liabilities | 196,727 | 198,831 | 251,933 | 306,986 | 374,483 |
| 7. Total Fixed Liabilities (A4+A5+A6) | 221,284 | 233,364 | 286,717 | 362,250 | 433,514 |
| 8. Total Capital Employed (A3+A7) | 816,121 | 1,018,313 | 1,160,382 | 1,315,258 | 1,413,209 |
| B. Liquidity: | | | | | |
| 1. Liquid Assets: | 241,184 | 300,874 | 376,658 | 409,161 | 409,911 |
| (I) Cash | 160,857 | 188,306 | 184,142 | 169,690 | 167,180 |
| (II) Investments | 80,328 | 112,567 | 192,516 | 239,471 | 242,731 |
| 2. Other Current Assets | 267,963 | 337,303 | 414,622 | 515,562 | 704,003 |
| 3. Inventories | 183,540 | 206,674 | 240,568 | 271,533 | 374,396 |
| 4. Current Assets (B1+B2+B3) | 692,687 | 844,851 | 1,031,848 | 1,196,256 | 1,488,310 |
| 5. Current Liabilities | 596,893 | 685,142 | 888,036 | 1,041,343 | 1,411,856 |
| 6. Total Liabilities (A7+B5) | 818,178 | 918,506 | 1,174,753 | 1,403,592 | 1,845,370 |
| 7. Net Current Assets (B4-B5) | 95,793 | 159,709 | 143,812 | 154,913 | 76,455 |
| 8. Contractual Liabilities | 373,562 | 445,336 | 556,212 | 646,345 | 851,132 |
| 9. Net liquid assets (B1-B5) | (355,709) | (384,269) | (511,378) | (632,181) | (1,001,945) |
| C. Fixed Assets: | | | | | |
| 1. Fixed Asset At Cost | 1,150,211 | 1,458,664 | 1,671,977 | 1,863,050 | 2,087,349 |
| 2. Fixed assets after deducting accumulated depreciation | 720,328 | 858,605 | 1,016,570 | 1,160,345 | 1,336,755 |
| 3. Depreciation for the year | 60,445 | 69,186 | 75,870 | 86,225 | 96,852 |
| 4. Total assets (B4+C2) | 1,413,015 | 1,703,455 | 2,048,418 | 2,356,601 | 2,825,065 |
| D. Operation: | | | | | |
| 1. Gross sales | 1,632,834 | 2,031,217 | 2,570,951 | 2,837,923 | 3,471,233 |
| (1) Local sales | 1,507,135 | 1,898,311 | 2,406,191 | 2,632,698 | 3,227,616 |
| (2) Export sales | 125,699 | 132,906 | 164,759 | 205,225 | 243,617 |
| 2. Cost of Sales | 1,360,161 | 1,672,724 | 2,166,348 | 2,431,127 | 2,964,604 |
| 3. Gross profit | 272,673 | 358,493 | 404,602 | 406,796 | 506,629 |
| 4. Overhead and Other Expenses | 1,471,056 | 1,814,613 | 2,328,819 | 2,616,505 | 3,239,172 |
| 5. Operating profit | 199,205 | 254,458 | 305,994 | 296,426 | 301,974 |
| 6. Financial expenses | 23,752 | 29,473 | 49,294 | 67,127 | 96,973 |
| 7. Net profit before tax (D5-D6) | 175,454 | 224,985 | 256,700 | 229,299 | 205,001 |
| 8. Tax provision | 49,604 | 62,678 | 73,133 | 60,628 | 95,000 |
| 9. Total amount of dividend | 73,715 | 70,028 | 102,526 | 97,590 | 105,520 |
| 10. Total value of bonus shares issued | 2,263 | 3,399 | 5,764 | 2,996 | 4,731 |
| E. Sources of Increase In Capital Employed: | | | | | |
| 1. Increase/decrease in capital employed (A8 - A8 of preceding year) | 172,834 | 202,192 | 142,069 | 154,876 | 97,951 |
| 2. Retention in business (D7-D8-D9) | 52,134 | 92,279 | 81,042 | 71,080 | 4,481 |
| 3. Finance from outside the company (E1-E2) | 120,700 | 109,913 | 61,028 | 83,796 | 93,470 |
| F. Cash Flow Data | | | | | |
| 1. Depreciation for the year plus retention in business: cash flow (C3+E2) | 112,580 | 161,465 | 156,912 | 157,306 | 101,333 |
| 2. Depreciation for the year plus changes in capital employed (C3+E1) | 233,279 | 271,378 | 217,939 | 241,102 | 194,803 |
| G. Operating Financial & Investment Ratios: | | | | | |
| 1. Gearing ratio (A7 as % of A8) | 27 | 23 | 25 | 28 | 31 |
| 2. Current ratio (B4 as % of B5) | 116 | 123 | 116 | 115 | 105 |
| 3. Acid test or Quick ratio (B4-B3 as % B5) | 85 | 93 | 89 | 89 | 79 |
| 4. Debt equity ratio (B6 as % of A3) | 138 | 117 | 135 | 147 | 188 |
| 5. Return on assets (D7 as % of C4) | 12 | 13 | 13 | 10 | 7 |
| 6. Self financing ratio (E2 as % of E1) | 30 | 46 | 57 | 46 | 5 |
| 7. Cash flow ratio F1 as % of F2 | 48 | 60 | 72 | 65 | 52 |
| 8. Shareholders equity as % of ordinary share capital (A3 as % of A1) | 195 | 222 | 235 | 242 | 234 |
| 9. Overhead and other expenses as % of gross sales (D4 as % D1) | 90 | 89 | 91 | 92 | 93 |
| 10. Financial expenses as % of operating profit (D6 as % of D5) | 12 | 12 | 16 | 23 | 32 |
| 11. Financial expense as % of gross sales (D6 as % of D1) | 2 | 2 | 2 | 2 | 3 |
| 12. Financial expenses as % of contractual liabilities (D6 as % B8) | 6 | 7 | 9 | 10 | 11 |
| 13. Tax provision as % of net pre-tax profit (D8 as % of D7) | 28 | 28 | 29 | 26 | 46 |
| 14. Sundry debtors as % of gross sales | 7 | 8 | 8 | 9 | 11 |
| 15. Return on Equity (D7 as % of A3) | 30 | 29 | 29 | 24 | 21 |
| H. Key Performance Indicators: | | | | | |
| 1. Dividend cover ratio [(D7 - D8) as % of D9] | 171 | 232 | 179 | 173 | 104 |
| 2. Dividend ratio to equity (D9 as % of A3) | 12 | 9 | 12 | 10 | 11 |
| 3. Net profit margin (D7 as % of D1) | 11 | 11 | 10 | 8 | 6 |
| 4. Earning per share before tax (D7/No. of ordinary shares) | 6 | 6 | 7 | 6 | 5 |
| 5. Earning per share after tax [(D7-D8)/No. of ordinary shares] | 4 | 5 | 5 | 4 | 3 |
| 6. Average annual % depreciation on written down fixed assets | 9 | 9 | 9 | 9 | 8 |
| 7. Sales as % of total assets (D1 as % of C4) | 116 | 119 | 126 | 120 | 123 |
| 8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS) | 39 | 12 | 8 | (16) | (16) |
| 9. Sales growth (current year's sales - last year's sales / last year's sales) | 18 | 24 | 27 | 10 | 22 |
| 10. Break-up value of ordinary shares (in rupees) | 20 | 22 | 24 | 24 | 23 |
| I. No. of Companies | 451 | 443 | 436 | 437 | 436 |

7.2 Balance Sheet Analysis- Private Sector

(Million Rupees)

| ITEMS | 2004 | 2005 | 2006 | 2007 | 2008 |
|--|------------|------------|------------|------------|------------|
| A. Capital Structure: | | | | | |
| 1. Ordinary Share Capital | 189,178 | 220,928 | 236,670 | 308,093 | 331,720 |
| 2. Surplus | 211,634 | 319,838 | 402,749 | 479,868 | 496,547 |
| 3. Shareholder's Equity (A1+A2) | 400,812 | 540,766 | 639,420 | 787,961 | 828,266 |
| 4. Preference Shares | 1,082 | 3,627 | 3,518 | 10,168 | 9,446 |
| 5. Debentures | 7,547 | 16,485 | 18,018 | 31,384 | 37,156 |
| 6. Other Fixed Liabilities | 131,239 | 161,821 | 184,311 | 231,064 | 269,601 |
| 7. Total Fixed Liabilities (A4+A5+A6) | 139,868 | 181,933 | 205,847 | 272,616 | 316,202 |
| 8. Total Capital Employed (A3+A7) | 540,680 | 722,699 | 845,267 | 1,060,577 | 1,144,468 |
| B. Liquidity: | | | | | |
| 1. Liquid Assets: | 160,048 | 224,658 | 266,378 | 340,788 | 342,241 |
| (I) Cash | 90,921 | 139,135 | 108,408 | 140,649 | 139,482 |
| (II) Investments | 69,127 | 85,522 | 157,970 | 200,139 | 202,759 |
| 2. Other Current Assets | 168,720 | 208,526 | 260,344 | 347,485 | 483,767 |
| 3. Inventories | 144,697 | 179,421 | 200,624 | 235,366 | 306,460 |
| 4. Current Assets (B1+B2+B3) | 473,465 | 612,605 | 727,346 | 923,639 | 1,132,468 |
| 5. Current Liabilities | 393,111 | 486,179 | 585,273 | 784,172 | 1,050,082 |
| 6. Total Liabilities (A7+B5) | 532,979 | 668,111 | 791,120 | 1,056,788 | 1,366,284 |
| 7. Net Current Assets (B4-B5) | 80,355 | 126,426 | 142,074 | 139,467 | 82,386 |
| 8. Contractual Liabilities | 270,829 | 374,633 | 430,170 | 511,631 | 680,680 |
| 9. Net liquid assets (B1-B5) | (233,063) | (261,521) | (318,894) | (443,384) | (707,841) |
| C. Fixed Assets: | | | | | |
| 1. Fixed Asset At Cost | 724,105 | 932,477 | 1,072,793 | 1,473,687 | 1,638,845 |
| 2. Fixed assets after deducting accumulated depreciation | 460,325 | 596,273 | 703,193 | 921,110 | 1,062,082 |
| 3. Depreciation for the year | 37,306 | 41,703 | 47,780 | 66,433 | 74,856 |
| 4. Total assets (B4+C2) | 933,791 | 1,208,877 | 1,430,539 | 1,844,749 | 2,194,550 |
| D. Operation: | | | | | |
| 1. Gross sales | 1,031,308 | 1,287,627 | 1,640,222 | 1,952,451 | 2,366,426 |
| (1) Local sales | 913,080 | 1,167,238 | 1,496,605 | 1,747,227 | 2,122,809 |
| (2) Export sales | 118,228 | 120,390 | 143,617 | 205,225 | 243,617 |
| 2. Cost of Sales | 853,942 | 1,040,154 | 1,337,243 | 1,678,945 | 2,039,578 |
| 3. Gross profit | 177,366 | 247,473 | 302,979 | 273,506 | 326,848 |
| 4. Overhead and Other Expenses | 922,263 | 1,116,097 | 1,427,525 | 1,812,290 | 2,230,507 |
| 5. Operating profit | 126,206 | 195,110 | 249,915 | 196,527 | 186,097 |
| 6. Financial expenses | 18,046 | 23,993 | 38,928 | 55,509 | 82,617 |
| 7. Net profit before tax (D5-D6) | 108,160 | 171,117 | 210,986 | 141,018 | 103,480 |
| 8. Tax provision | 26,731 | 39,923 | 51,181 | 33,043 | 54,700 |
| 9. Total amount of dividend | 39,909 | 60,169 | 89,644 | 49,877 | 45,619 |
| 10. Total value of bonus shares issued | 2,206 | 3,341 | 3,988 | 2,253 | 3,908 |
| E. Sources of Increase In Capital Employed: | | | | | |
| 1. Increase/decrease in capital employed (A8 - A8 of preceding year) | 133,840 | 182,019 | 122,568 | 215,310 | 11,810 |
| 2. Retention in business (D7-D8-D9) | 41,520 | 71,026 | 70,161 | 58,098 | 3,162 |
| 3. Finance from outside the company (E1-E2) | 92,321 | 110,993 | 52,407 | 157,213 | 8,649 |
| F. Cash Flow Data | | | | | |
| 1. Depreciation for the year plus retention in business: cash flow (C3+E2) | 78,826 | 112,728 | 117,941 | 124,530 | 78,018 |
| 2. Depreciation for the year plus changes in capital employed (C3+E1) | 171,146 | 223,721 | 170,348 | 281,743 | 86,666 |
| G. Operating Financial & Investment Ratios: | | | | | |
| 1. Gearing ratio (A7 as % of A8) | 26 | 25 | 24 | 26 | 28 |
| 2. Current ratio (B4 as % of B5) | 120 | 126 | 124 | 118 | 108 |
| 3. Acid test or Quick ratio (B4-B3 as % B5) | 84 | 89 | 90 | 88 | 79 |
| 4. Debt equity ratio (B6 as % of A3) | 133 | 124 | 124 | 134 | 165 |
| 5. Return on assets (D7 as % of C4) | 12 | 14 | 15 | 8 | 5 |
| 6. Self financing ratio (E2 as % of E1) | 31 | 39 | 57 | 27 | 27 |
| 7. Cash flow ratio F1 as % of F2 | 46 | 50 | 69 | 44 | 90 |
| 8. Shareholders equity as % of ordinary share capital (A3 as % of A1) | 212 | 245 | 270 | 256 | 250 |
| 9. Overhead and other expenses as % of gross sales (D4 as % D1) | 89 | 87 | 87 | 93 | 94 |
| 10. Financial expenses as % of operating profit (D6 as % of D5) | 14 | 12 | 16 | 28 | 44 |
| 11. Financial expense as % of gross sales (D6 as % of D1) | 2 | 2 | 2 | 3 | 4 |
| 12. Financial expenses as % of contractual liabilities (D6 as % B8) | 7 | 6 | 9 | 11 | 12 |
| 13. Tax provision as % of net pre-tax profit (D8 as % of D7) | 25 | 23 | 24 | 23 | 53 |
| 14. Sundry debtors as % of gross sales | 7 | 7 | 7 | 8 | 10 |
| 15. Return on Equity (D7 as % of A3) | 27 | 32 | 33 | 18 | 13 |
| H. Key Performance Indicators: | | | | | |
| 1. Dividend cover ratio [(D7 - D8) as % of D9] | 204 | 218 | 178 | 217 | 107 |
| 2. Dividend ratio to equity (D9 as % of A3) | 10 | 11 | 14 | 6 | 6 |
| 3. Net profit margin (D7 as % of D1) | 11 | 13 | 13 | 7 | 4 |
| 4. Earning per share before tax (D7/No. of ordinary shares) | 6 | 8 | 9 | 5 | 3 |
| 5. Earning per share after tax [(D7-D8)/No. of ordinary shares] | 4 | 6 | 7 | 4 | 2 |
| 6. Average annual % depreciation on written down fixed assets | 9 | 8 | 8 | 8 | 8 |
| 7. Sales as % of total assets (D1 as % of C4) | 110 | 107 | 115 | 106 | 108 |
| 8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS) | 54 | 35 | 16 | (48) | (48) |
| 9. Sales growth (current year's sales - last year's sales / last year's sales) | 23 | 25 | 27 | 19 | 24 |
| 10. Break-up value of ordinary shares (in rupees) | 21 | 25 | 27 | 26 | 25 |
| I. No. of Companies | 431 | 424 | 420 | 427 | 426 |

7.3 Balance Sheet Analysis- Public Sector

(Million Rupees)

| ITEMS | 2004 | 2005 | 2006 | 2007 | 2008 |
|--|-----------|-----------|-----------|-----------|-----------|
| A. Capital Structure: | | | | | |
| 1. Ordinary Share Capital | 116,430 | 133,275 | 135,665 | 86,417 | 87,705 |
| 2. Surplus | 77,596 | 110,908 | 98,580 | 78,631 | 63,724 |
| 3. Shareholder's Equity (A1+A2) | 194,026 | 244,183 | 234,245 | 165,048 | 151,429 |
| 4. Preference Shares | 1 | 1 | 1 | - | - |
| 5. Debentures | 15,927 | 14,420 | 13,247 | 13,711 | 12,430 |
| 6. Other Fixed Liabilities | 65,488 | 37,010 | 67,622 | 75,922 | 104,882 |
| 7. Total Fixed Liabilities (A4+A5+A6) | 81,416 | 51,432 | 80,870 | 89,633 | 117,312 |
| 8. Total Capital Employed (A3+A7) | 275,442 | 295,615 | 315,115 | 254,682 | 268,741 |
| B. Liquidity: | | | | | |
| 1. Liquid Assets: | 81,136 | 76,216 | 110,280 | 68,374 | 67,670 |
| (I) Cash | 69,935 | 49,171 | 75,734 | 29,042 | 27,698 |
| (II) Investments | 11,201 | 27,045 | 34,546 | 39,332 | 39,972 |
| 2. Other Current Assets | 99,242 | 128,778 | 154,278 | 168,077 | 220,236 |
| 3. Inventories | 38,843 | 27,253 | 39,944 | 36,166 | 67,936 |
| 4. Current Assets (B1+B2+B3) | 219,221 | 232,246 | 304,501 | 272,617 | 355,843 |
| 5. Current Liabilities | 203,783 | 198,964 | 302,764 | 257,171 | 361,774 |
| 6. Total Liabilities (A7+B5) | 285,199 | 250,395 | 383,634 | 346,804 | 479,086 |
| 7. Net Current Assets (B4-B5) | 15,438 | 33,282 | 1,738 | 15,446 | (5,932) |
| 8. Contractual Liabilities | 102,734 | 70,703 | 126,042 | 134,713 | 170,451 |
| 9. Net liquid assets (B1-B5) | (122,647) | (122,748) | (192,484) | (188,797) | (294,104) |
| C. Fixed Assets: | | | | | |
| 1. Fixed Asset At Cost | 426,107 | 526,188 | 599,184 | 389,363 | 448,504 |
| 2. Fixed assets after deducting accumulated depreciation | 260,003 | 262,332 | 313,378 | 239,236 | 274,672 |
| 3. Depreciation for the year | 23,139 | 27,483 | 28,091 | 19,793 | 21,996 |
| 4. Total assets (B4+C2) | 479,224 | 494,578 | 617,879 | 511,853 | 630,515 |
| D. Operation: | | | | | |
| 1. Gross sales | 601,526 | 743,590 | 930,728 | 885,472 | 1,104,807 |
| (1) Local sales | 594,055 | 731,073 | 909,586 | 885,472 | 1,104,807 |
| (2) Export sales | 7,470 | 12,516 | 21,142 | - | - |
| 2. Cost of Sales | 506,219 | 632,570 | 829,105 | 752,182 | 925,026 |
| 3. Gross profit | 95,307 | 111,020 | 101,623 | 133,290 | 179,781 |
| 4. Overhead and Other Expenses | 548,793 | 698,516 | 901,294 | 804,215 | 1,008,665 |
| 5. Operating profit | 72,999 | 59,348 | 56,080 | 99,899 | 115,876 |
| 6. Financial expenses | 5,705 | 5,481 | 10,366 | 11,619 | 14,356 |
| 7. Net profit before tax (D5-D6) | 67,294 | 53,867 | 45,714 | 88,281 | 101,521 |
| 8. Tax provision | 22,873 | 22,755 | 21,952 | 27,585 | 40,300 |
| 9. Total amount of dividend | 33,806 | 9,859 | 12,881 | 47,713 | 59,901 |
| 10. Total value of bonus shares issued | 57 | 58 | 1,776 | 743 | 823 |
| E. Sources of Increase In Capital Employed: | | | | | |
| 1. Increase/decrease in capital employed (A8 - A8 of preceding year) | 39,937 | 20,173 | 19,501 | (60,434) | 86,140 |
| 2. Retention in business (D7-D8-D9) | 10,615 | 21,253 | 10,881 | 12,983 | 1,319 |
| 3. Finance from outside the company (E1-E2) | 29,322 | (1,080) | 8,620 | (73,417) | 84,821 |
| F. Cash Flow Data | | | | | |
| 1. Depreciation for the year plus retention in business: cash flow (C3+E2) | 33,754 | 48,737 | 38,971 | 32,775 | 23,315 |
| 2. Depreciation for the year plus changes in capital employed (C3+E1) | 63,076 | 47,656 | 47,591 | (40,641) | 108,136 |
| G. Operating Financial & Investment Ratios: | | | | | |
| 1. Gearing ratio (A7 as % of A8) | 30 | 17 | 26 | 35 | 44 |
| 2. Current ratio (B4 as % of B5) | 108 | 117 | 101 | 106 | 98 |
| 3. Acid test or Quick ratio (B4-B3 as % B5) | 89 | 103 | 87 | 92 | 80 |
| 4. Debt equity ratio (B6 as % of A3) | 147 | 103 | 164 | 210 | 316 |
| 5. Return on assets (D7 as % of C4) | 14 | 11 | 7 | 17 | 16 |
| 6. Self financing ratio (E2 as % of E1) | 27 | 105 | 56 | (22) | 2 |
| 7. Cash flow ratio F1 as % of F2 | 54 | 102 | 82 | (81) | 22 |
| 8. Shareholders equity as % of ordinary share capital (A3 as % of A1) | 167 | 183 | 173 | 191 | 173 |
| 9. Overhead and other expenses as % of gross sales (D4 as % D1) | 91 | 94 | 97 | 91 | 91 |
| 10. Financial expenses as % of operating profit (D6 as % of D5) | 8 | 9 | 19 | 12 | 12 |
| 11. Financial expense as % of gross sales (D6 as % of D1) | 1 | 1 | 1 | 1 | 1 |
| 12. Financial expenses as % of contractual liabilities (D6 as % B8) | 6 | 8 | 8 | 9 | 8 |
| 13. Tax provision as % of net pre-tax profit (D8 as % of D7) | 34 | 42 | 48 | 31 | 40 |
| 14. Sundry debtors as % of gross sales | 7 | 9 | 9 | 10 | 12 |
| 15. Return on Equity (D7 as % of A3) | 35 | 22 | 20 | 54 | 67 |
| H. Key Performance Indicators: | | | | | |
| 1. Dividend cover ratio [(D7 - D8) as % of D9] | 131 | 316 | 185 | 127 | 102 |
| 2. Dividend ratio to equity (D9 as % of A3) | 17 | 4 | 6 | 29 | 40 |
| 3. Net profit margin (D7 as % of D1) | 11 | 7 | 5 | 10 | 9 |
| 4. Earning per share before tax (D7/No. of ordinary shares) | 6 | 4 | 3 | 10 | 12 |
| 5. Earning per share after tax [(D7-D8)/No. of ordinary shares] | 4 | 2 | 2 | 7 | 7 |
| 6. Average annual % depreciation on written down fixed assets | 10 | 11 | 10 | 10 | 10 |
| 7. Sales as % of total assets (D1 as % of C4) | 126 | 150 | 151 | 173 | 175 |
| 8. Earning per share before tax growth (current year EPS - last year EPS/ last year EPS) | 26 | (31) | (15) | 200 | 158 |
| 9. Sales growth (current year's sales - last year's sales / last year's sales) | 11 | 24 | 25 | (5) | 20 |
| 10. Break-up value of ordinary shares (in rupees) | 17 | 18 | 17 | 19 | 17 |
| I. No. of Companies | 20 | 19 | 16 | 10 | 10 |