

Yearwise Financial Highlights

| | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 |
|---|----------------------------|----------------|----------------|----------------|----------------|---------------|
| | Rupees in thousands | | | | | |
| BALANCE SHEET | | | | | | |
| Fixed assets - Property, plant and equipment | 59,498 | 58,031 | 39,487 | 48,510 | 40,874 | 26,306 |
| Long term loans & security deposits | 2,245 | 2,504 | 1,762 | 1,943 | 1,840 | 1,552 |
| Current assets | 512,956 | 408,902 | 294,053 | 240,545 | 192,763 | 111,714 |
| Current liabilities | 253,629 | 206,853 | 121,278 | 145,756 | 132,480 | 94,115 |
| | 259,327 | 202,049 | 172,775 | 94,789 | 60,283 | 17,599 |
| | <u>321,070</u> | <u>262,584</u> | <u>214,024</u> | <u>145,242</u> | <u>102,997</u> | <u>45,457</u> |
| Equity | 317,019 | 256,310 | 211,151 | 140,373 | 99,924 | 42,494 |
| Long term loans and deposits | 2,207 | 2,132 | 2,367 | 1,664 | 1,262 | 892 |
| Deferred liability | 1,844 | 4,000 | 186 | 2,500 | - | - |
| Liabilities against assets subject to finance lease | - | 142 | 320 | 705 | 1,811 | 2,071 |
| | <u>321,070</u> | <u>262,584</u> | <u>214,024</u> | <u>145,242</u> | <u>102,997</u> | <u>45,457</u> |
| PROFIT AND LOSS ACCOUNTS | | | | | | |
| Gross turnover | 1,159,043 | 943,097 | 744,675 | 654,200 | 609,899 | 446,184 |
| Less: Sales tax | 169,022 | 139,482 | 97,265 | 89,366 | 82,155 | 59,134 |
| Trade discount | 77,513 | 54,252 | 62,004 | 48,701 | 36,941 | 28,372 |
| | 246,535 | 193,734 | 159,269 | 138,067 | 119,096 | 87,506 |
| Net turnover | 912,508 | 749,363 | 585,406 | 516,133 | 490,803 | 358,678 |
| Cost of sales | 541,205 | 439,261 | 334,840 | 285,094 | 279,976 | 229,979 |
| Gross profit | 371,303 | 310,102 | 250,566 | 31,039 | 210,827 | 128,699 |
| Distribution and marketing expenses | (217,619) | (168,896) | (124,889) | (112,379) | (90,666) | (65,474) |
| Administrative expenses | (17,088) | (14,233) | (14,294) | (15,434) | (9,613) | (5,861) |
| Other operating expenses | (10,071) | (9,014) | (7,959) | (7,247) | (7,360) | (3,189) |
| Other operating income | 8,220 | 8,953 | 4,103 | 1,380 | 1,252 | 95 |
| Operating Profit | 134,745 | 126,912 | 107,527 | 97,359 | 104,440 | 54,270 |
| Financial charges | (2,352) | (1,577) | (1,456) | (1,125) | (1,706) | (8,312) |
| Profit before taxation | 132,393 | 125,335 | 106,071 | 96,234 | 102,734 | 45,958 |
| Taxation | (45,019) | (44,686) | (35,293) | (31,214) | (33,604) | (16,504) |
| Profit after taxation | 87,374 | 80,649 | 70,778 | 65,020 | 69,130 | 29,454 |
| Earnings per share - Rupees | 13.34 | 14.77 | 12.96 | 11.91 | 12.66 | 7.55 |
| Cash dividend | 45% | 60% | 65% | 45% | 30% | 32.50% |
| Bonus shares | 20% | 20% | - | - | 40% | - |