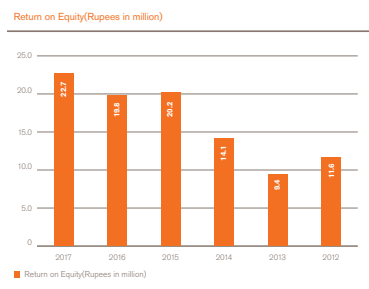
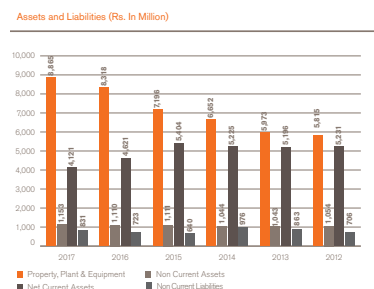


Key Operating and Financial Data

Rupees in millions	2017*	2016*	2015	2014	2013	2012
Balance Sheet						
Assets employed						
Fixed Assets - tangible						
- property, plant and equipment	8,865	8,318	7,196	6,652	5,973	5,815
Assets - intangible						
- Goodwill	1,039	1,039	1,039	956	956	956
Long Term Investments	-	-	-	-	-	-
Long-term loans and deposits	114	71	72	88	87	99
Net current assets	4,121	4,621	5,404	5,198	5,196	5,231
Non Current Asset Held For Sale	-	-	-	27	-	-
	14,139	14,049	13,711	12,921	12,212	12,101
Less: Non-Current Liabilities						
Staff retirement benefits - Staff gratuity	294	78	16	382	251	175
Deferred taxation	537	645	624	594	612	531
	831	723	640	976	863	706
Net assets employed	13,308	13,326	13,071	11,945	11,349	11,395
Financed by						
Issued, subscribed and paid-up capital	3,185	3,185	3,185	3,185	2,895	2,632
Reserves	10,123	10,142	9,886	8,760	8,454	8,763
Shareholders' Equity	13,308	13,327	13,071	11,945	11,349	11,395
Turnover and profit						
Net sales	32,774	27,564	29,583	27,883	25,231	23,150
Gross profit	8,678	7,464	8,092	7,346	6,229	6,045
Operating profit	5,014	4,372	3,901	2,869	1,969	2,369
Profit before taxation	4,925	4,353	3,846	2,849	1,810	2,322
Taxation	(1,898)	(1,708)	(1,203)	(1,162)	(748)	(995)
Profit after taxation	3,027	2,645	2,643	1,687	1,062	1,327
EBTIDA	5,739	4,929	4,349	3,293	2,323	2,716
Cash Dividend including bonus shares	2,229	1,911	1,274	1,592	1,303	1,316
Sales per employees	15,467	11,865	12,472	11,091	9,933	9,129

*FY 2017 & 2016 representing continuing operations for meaningful comparison.



		2017*	2016*	2015	2014	2013	2012
Cashflows							
Operating Activities	Rs. in million	2,135	4,256	3,044	2,432	1,057	2,057
Investing Activities	Rs. in million	(1,348)	(1,623)	(249)	(920)	(285)	(1,167)
Financing Activities	Rs. in million	(2,929)	(1,197)	(1,805)	(957)	(990)	(900)
Changes in Cash equivalents	Rs. in million	(2,142)	1,436	990	555	(218)	(10)
Cash & equivalents - Year end	Rs. in million	2,168	4,310	3,642	2,652	2,097	2,316
Financial Highlights							
Cash dividend per share	Rupees	7.0	6.0	4.0	5.0	3.5	4.0
Bonus shares	%	-	-	-	-	10%	10%
Market value per share - year end	Rupees	167.88	233.3	220.0	219.3	136.2	73.3
Market value per share - high	Rupees	274	252	244.8	254.0	152.1	81.8
Market value per share - low	Rupees	153	194	161.0	136.3	68.0	61.0
Market price to Book value with surplus	Times	4.0	5.6	5.4	5.8	3.5	1.7
Market capitalization	Rs.in million	53,424	74,189	70,069	69,843	39,435	19,300
Stock Dividend per share	Rupees	-	-	-	-	10.00	10.00
Profitability Ratios							
Profit before tax ratio	%	15.0	15.8	13.0	10.2	7.2	10.0
Gross Yield on Earning Assets	%	8.2	4.0	4.9	7.1	7.6	6.9
Gross Spread ratio	Times	0.3	0.4	0.3	0.2	0.2	0.2
Cost / Income ratio	Times	0.5	0.5	0.6	0.6	0.7	0.6
Return on Equity	%	22.7	19.8	20.2	14.1	9.4	11.6
Return on Capital employed	%	14.2	12.9	13.5	9.1	6.2	8.4
Gross Profit ratio	%	26.5	28.0	27.4	26.3	24.7	26.1
Net Profit to Sales	%	9.2	9.6	8.9	6.1	4.2	5.7
EBITDA Margin to Sales	%	17.5	17.9	14.7	11.8	9.2	11.7
Operating leverage ratio	Times	0.7	(1.9)	5.7	5.5	-2.5	0.6
Investment/Market Ratios							
Earnings per share (EPS)	Rupees	9.5	8.3	8.3	5.3	3.3	4.6
Price Earnings ratio	Times	17.7	28.1	26.5	41.4	40.8	16.0
Price to Book ratio	%	0.8	1.2	1.2	1.2	0.8	0.5
Dividend Yield ratio	%	4.2	2.6	1.8	2.3	2.6	5.5
Dividend Payout ratio	Times	0.7	0.7	0.5	0.9	1.0	0.9
Dividend Cover ratio	Times	1.4	1.4	2.1	1.1	1.0	1.1
Break-up Value per share without Surplus on Revaluation of Fixed Assets	Rupees	41.8	41.8	41.0	37.5	39.2	43.3
Break-up Value per share including the effect of Surplus on Revaluation of Fixed Assets	Rupees	41.8	41.8	41.0	37.5	39.2	43.3

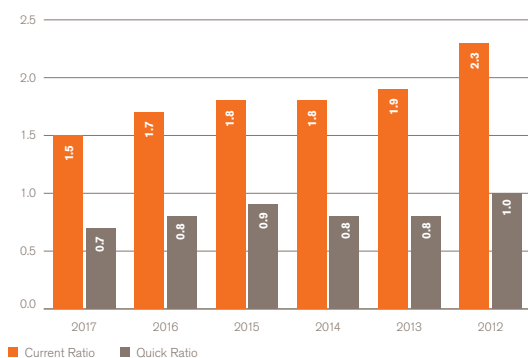
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Key Operating and Financial Data

		2017*	2016*	2015	2014	2013	2012
Capital Structure Ratios							
Earning assets to total assets ratio	%	10.0	20.6	18.1	13.9	11.7	14.3
Net assets per share	Times	41.8	41.8	41.0	37.5	39.2	43.3
Debt to Equity ratio	Times	0.1	0.1	-	0.1	0.1	0.1
Financial leverage ratio	Times	0.6	0.6	0.5	0.6	0.6	0.4
Interest Cover ratio	Times	55.8	228.7	70.8	139.9	11.4	48.9
Liquidity Ratios							
Advances to Deposits ratio	Times	3.4	1.3	3.1	2.9	2.1	2.6
Current ratio	Times	1.5	1.7	1.8	1.8	1.9	2.3
Quick / Acid test ratio	Times	0.7	0.8	0.9	0.8	0.8	1.0
Cash to Current Liabilities	Times	0.3	0.6	0.6	0.4	0.4	0.6
Cash flow from Operations to Sales	%	6.5	15.4	10.3	8.7	4.2	8.9
Activity / Turnover Ratios							
Inventory turnover ratio	Times	4.0	3.4	3.4	3.2	3.3	3.1
No. of Days in Inventory	Days	92	108	107	115	112	117
Debtor turnover ratio	Times	22.7	52.5	56.1	63.0	72.1	66.7
No. of Days in Receivables	Days	17	7	7	6	5	5
Creditor turnover ratio	Times	12.0	8.6	10.6	10.6	10.5	12.8
No. of Days in Creditors	Days	31	43	35	34	35	28
Total Assets turnover ratio	Times	1.5	1.32	1.47	1.5	1.4	1.4
Fixed Assets turnover ratio	Times	3.7	3.3	4.1	4.2	4.2	4.0
Operating Cycle	Days	77	73	79	86	82	94

*FY 2017 & 2016 representing continuing operations for meaningful comparison.

Current Ratio and Quick Ratio (Number of Times)



Debtors Turnover and Inventory Turnover (Number of Days)

