

# KEY FINANCIAL DATA

## SIX YEARS AT A GLANCE

(PKR in million)

### Operating performance

	2018	2017	2016	2015	2014	2013
- Sales	124,615	122,215	112,393	102,986	96,458	86,227
- Gross profit	41,372	44,756	39,783	34,127	27,324	24,161
- Operating profit	19,975	23,607	19,148	16,317	14,113	11,471
- Profit before tax	16,900	20,989	17,020	12,520	11,009	8,113
- Profit after tax	11,545	14,642	11,847	8,761	7,929	5,867

### Balance Sheet

- Net assets	3,912	4,634	8,812	12,638	12,628	11,859
- Reserves	3,459	4,181	8,359	12,184	12,174	11,406
- Operating fixed assets	29,983	28,735	28,046	29,996	30,550	31,468
- Net working capital	16,238	15,026	13,460	6,066	6,288	4,767
- Long term liabilities	13,833	13,562	8,942	11,487	11,326	22,429

### Investor information for six years

- Gross profit ratio	33%	37%	35%	33%	28%	28%
- Operating profit ratio	16%	19%	17%	16%	15%	13%
- Profit before tax ratio	14%	17%	15%	12%	11%	9%
- Profit after tax ratio	9%	12%	11%	9%	8%	7%
- Inventory turnover ratio	4.7 : 1	5.8 : 1	7.0 : 1	7.2 : 1	7.8 : 1	7.8 : 1
- Total assets turnover ratio	2.0 : 1	2.2 : 1	2.2 : 1	2 : 1	1.9 : 1	1.7 : 1
- Price earning ratio	35.4	35.6	34.5	40.4	52.1	58.4
- Return on capital employed	129%	153%	122%	61%	55%	27%
- Market value per share	9,000	11,500	9,000	7,800	9,100	7,550
- Debt equity ratio	87 : 13	82 : 18	58 : 42	53 : 47	61 : 39	68 : 32
- Current ratio	0.7 : 1	0.6 : 1	0.6 : 1	0.7 : 1	0.7 : 1	1 : 1
- Interest cover ratio	10.3 : 1	20.2 : 1	18.7 : 1	9.5 : 1	6.5 : 1	4.9 : 1