

## KEY PERFORMANCE INDICATORS

		2017	2016
Sales Revenue	Rs. in million	26,088	23,388
Return on Equity	%	29.3%	27.6%
Earnings per share	Rs.	42.95	41.08
Shareholders' Equity	Rs. in million	14,356	14,593
Total Assets Turnover Ratio*	Times	1.41	1.37
Current Ratio	Times	2.96	4.61
Market Capitalization	Rs. in million	68,296	93,699

\*Calculated on the basis of average assets

## KEY OPERATING AND FINANCIAL DATA

	December 31,					
	2017	2016	2015	2014	2013	2012

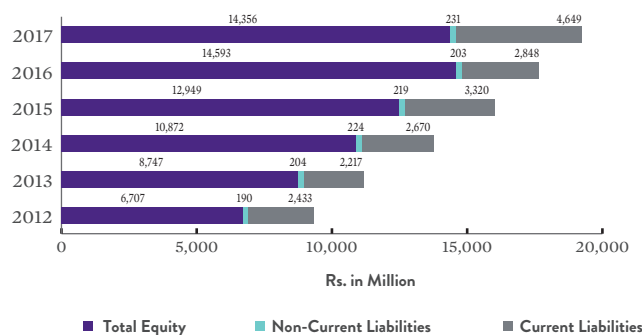
### Financial Position

(Rupees in '000)

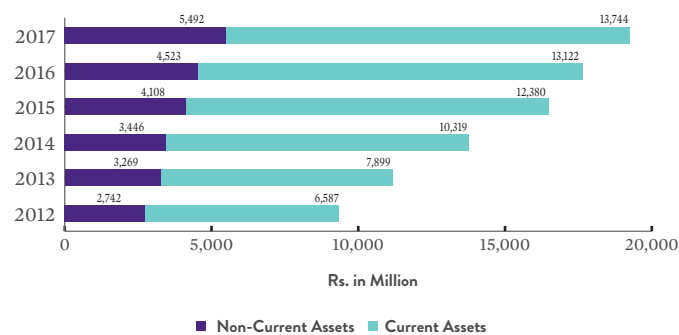
#### Balance Sheet

Fixed Assets						
- property, plant and equipment	5,419,054	4,443,019	4,017,403	3,359,092	3,183,735	2,629,154
- intangible assets	10,650	16,250	21,983	24,395	41,615	58,835
Other Non-Current Assets	62,618	63,764	68,797	62,980	44,064	54,509
Current Assets	13,743,937	13,122,151	12,380,092	10,319,128	7,898,590	6,587,364
<b>Total Assets</b>	<b>19,236,259</b>	<b>17,645,184</b>	<b>16,488,275</b>	<b>13,765,595</b>	<b>11,168,004</b>	<b>9,329,862</b>
Issued, subscribed and paid-up capital	979,003	979,003	979,003	979,003	979,003	979,003
Capital Reserves	459,761	414,380	381,945	339,481	300,030	262,308
Revenue Reserves	12,917,071	13,199,857	11,588,299	9,553,116	7,468,232	5,466,083
<b>Total Equity</b>	<b>14,355,835</b>	<b>14,593,240</b>	<b>12,949,247</b>	<b>10,871,600</b>	<b>8,747,265</b>	<b>6,707,394</b>
Non-Current Liabilities	231,147	203,477	219,144	223,953	203,562	189,557
Current Liabilities	4,649,277	2,848,467	3,319,884	2,670,042	2,217,177	2,432,911
<b>Total Liabilities</b>	<b>4,880,424</b>	<b>3,051,944</b>	<b>3,539,028</b>	<b>2,893,995</b>	<b>2,420,739</b>	<b>2,622,468</b>
<b>Total Equity and Liabilities</b>	<b>19,236,259</b>	<b>17,645,184</b>	<b>16,488,275</b>	<b>13,765,595</b>	<b>11,168,004</b>	<b>9,329,862</b>

Balance Sheet Analysis - Equity and Liabilities



Balance Sheet Analysis - Assets



## OPERATING AND FINANCIAL TRENDS

	December 31,					
	2017	2016	2015	2014	2013	2012
	(Rupees in '000)					
<b>Profit and Loss</b>						
Net sales including toll manufacturing service fee	26,088,233	23,387,915	21,170,446	19,692,354	17,217,258	15,216,253
Gross profit	10,088,986	9,367,499	8,227,233	7,550,142	6,621,646	5,702,828
Operating profit	5,852,005	5,593,900	5,012,361	4,323,341	3,689,179	3,016,363
Profit before taxation	5,841,945	5,587,141	5,006,477	4,318,567	3,686,223	3,014,137
Taxation	1,636,713	1,565,349	1,419,741	1,502,255	1,157,374	924,042
Profit after taxation	4,205,232	4,021,792	3,586,736	2,816,312	2,528,849	2,090,095
Ordinary cash dividends *	3,916,012	3,916,012	2,937,009	763,622	685,302	685,302
EBITDA **	6,459,090	6,128,490	5,496,717	4,758,663	4,087,276	3,353,127

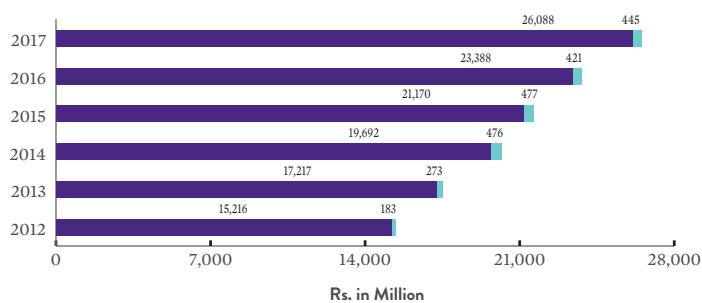
### Cash Flows

Operating activities	5,764,509	3,119,545	4,062,034	3,331,081	2,483,858	2,509,703
Investing activities	(1,222,232)	(558,237)	(672,470)	(159,370)	(690,491)	(485,630)
Financing activities	(3,914,985)	(2,937,792)	(1,450,032)	(687,381)	(686,528)	(687,188)
Cash and cash equivalents at the end of the year	8,571,721	7,944,429	8,320,913	6,381,381	3,897,051	2,790,212

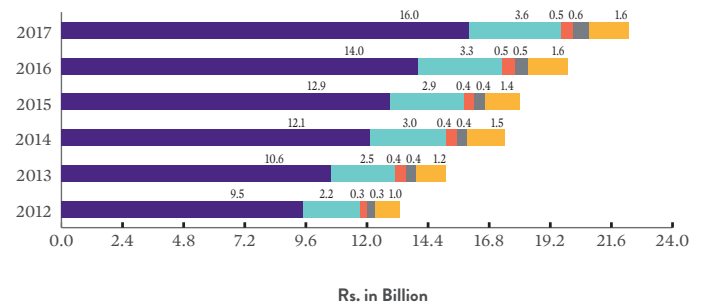
\* Includes final dividend amounting to Rs. 2,937,009 million proposed by the Board of Directors subsequent to the year end.

\*\*EBITDA (Earnings Before Interest, Taxation, Depreciation and Amortisation)

Profit and Loss Analysis - Sales and Other Income



Profit and Loss Analysis - Expenses



■ Net sales including toll manufacturing service fee

■ Other income

■ Cost of sales

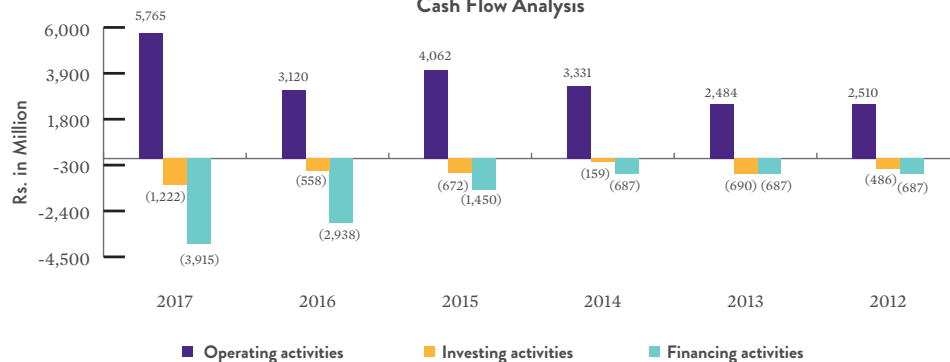
■ Selling and distribution expenses

■ Administrative expenses

■ Other charges

■ Taxation - net

Cash Flow Analysis



■ Operating activities

■ Investing activities

■ Financing activities