

# PERFORMANCE INDICATORS

			2014	2013	2012	2011
				Restated	Restated	
<b>Profitability Ratios</b>						
Gross Margin	%	Gross Profit / Net Sales	12.38%	9.53%	8.16%	8.87%
Net profit margin	%	Net Profit / Net Sales	6.67%	3.25%	2.92%	1.39%
Profit before tax margin	%	Profit Before tax / Net Sales	6.79%	3.17%	2.98%	2.18%
Return on equity	%	Profit After tax / Equity	29.47%	13.46%	14.56%	6.65%
Return on capital employed	%	EBITDA / [Equity + Other Non Current Liabilities]	20.26%	13.49%	14.05%	23.32%
Return on assets	%	Profit After tax / Total Assets	5.53%	3.22%	2.65%	1.40%
Return on fixed assets	%	Profit After tax / Fixed Assets	13.64%	5.27%	5.83%	4.19%
<b>Growth Ratios</b>						
Net Sales	%	(Current Year Sales - Last Year Sales) / Last Year Sales	49.09%	7.41%	21.63%	-
EBITDA	%	(Current Year EBITDA - Last Year EBITDA) / Last Year EBITDA	110.83%	23.02%	13.43%	-
Profit after taxation	%	(Current Year PAT - Last Year PAT) / Last Year PAT	206.17%	19.43%	156.32%	-
<b>Efficiency ratios</b>						
Inventory turnover ratio	Times	Cost of Sales / Avg. Inventory	4.90	7.92	6.97	5.17
No. of Days in Inventory	Days		74.49	46.09	52.36	70.60
Debtor turnover ratio (Local)	Times	Net Local Sales / Avg. Debts	13.08	3.80	2.97	17.12
No. of Days in Account Receivables	Days		27.91	95.99	122.78	21.32
Creditor turnover ratio	Times	local Purchases / Avg. Creditors	6.62	4.35	6.79	9.76
No. of Days in Account Payables	Days		55.12	83.89	53.73	37.38
<b>Cost Ratios</b>						
Operating costs (%of sales)	%	Operating Cost / Net Sales	1.94%	2.63%	1.99%	2.34%
Administration costs (%of sales)	%	Admin Cost / Net Sales	1.39%	1.98%	1.44%	1.93%
Distribution costs (%of sales)	%	Distribution Cost / Net Sales	0.18%	0.49%	0.39%	0.25%
Finance cost (%of sales)*	%	Finance Cost / Net Sales	3.72%	3.88%	3.70%	5.03%
<b>Equity Ratios</b>						
Earning per share	Rupee		4.76	1.72	1.46	1.42
Break-up value per share	Rupee		16.17	11.56	12.52	10.70
<b>Liquidity Ratios</b>						
Current ratio	Ratio	Current Assets / Current liabilities	1.16	1.00	1.03	0.99
Quick ratio/Acid test ratio	Ratio	Current Assets - Stock / Current Liabilities	0.36	0.60	0.67	0.54
<b>Leverage Ratios</b>						
Total Debt to equity	%	Long Term Debt / Equity	33.43%	33.54%	49.42%	42.77%
Capital Structure cover Ratio	%	Long Term Debt / Long Term Debt + Equity	25.06%	25.12%	33.08%	29.96%
Interest cover	Times	EBIT / Finance Cost	2.83	1.82	1.81	1.43

## TURNOVER ON BUSINESS BASIS

