

# Operating and Financial Highlights

Year ended Dec 31		2023	2022
<b>Key Indicators</b>			
<b>Operating</b>			
Operating profit margin	%	5.05	5.85
Net profit margin	%	9.75	10.85
<b>Performance</b>			
Fixed assets turnover	Times	0.81	0.75
Debtors' turnover	Times	2.10	2.48
Return on equity	%	8.33	8.72
Return on capital employed	%	2.45	3.10
Earnings Retention	%	100.00	100.00
<b>Leverage</b>			
Gearing	Ratio	48:52	40:60
Debt ratio	%	69.72	63.97
<b>Liquidity</b>			
Current	Times	0.80	0.83
Quick	Times	0.74	0.77
<b>Valuation</b>			
Earnings per share	Rs	1.84	1.78
Breakup value per share	Rs	23.01	21.19
Dividend payout ratio	%	-	-
Price earnings ratio	Times	6.64	3.44
Market price to breakup value	Times	0.53	0.29
Dividend per share	Rs	-	-
Dividend Yield	%	-	-
Dividend cover ratio	Times	-	-
Market value per share	Rs	12.23	6.10
<b>Historical Trends</b>			
<b>Operating Results</b>			
Revenue	Rs (m)	96,267	83,444
Profit/ (loss) before tax	Rs (m)	13,906	13,513
Profit/ (loss) after tax	Rs (m)	9,391	9,053
Dividend	Rs (m)	-	-
<b>Financial Position</b>			
Share capital	Rs (m)	51,000	51,000
Reserves	Rs (m)	66,368	57,054
Shareholders' equity	Rs (m)	117,368	108,054
EBITDA	Rs (m)	23,446	21,882
Working capital	Rs (m)	(33,942)	(21,058)
Current assets	Rs (m)	133,153	105,367
Total assets	Rs (m)	387,602	305,160
Non Current Liabilities	Rs (m)	103,138	70,681
<b>Operational*</b>			
ALIS as on Dec 31	No. (000)	2,345	2,407
Average ALIS per employee	No.	152	156

\* Exclusive of Primary and Basic Rate interface

2021	2020	2019	2018
5.42 8.94	4.80 8.40	6.90 8.87	9.14 10.41
0.73 3.01 7.10 3.13 100.00	0.69 3.31 6.64 2.72 100.00	0.73 3.88 7.41 4.02 19.65	0.78 4.36 8.80 5.45 31.29
29:71 58.27	27:73 55.45	30:70 55.39	31:69 53.92
0.76 0.71	0.86 0.82	0.87 0.80	1.00 0.91
1.35 19.54 - 6.45 0.45 - - - 8.70	1.18 18.43 - 7.70 0.49 - - - 9.10	1.24 17.21 80.35 7.52 0.54 1.00 10.68 1.24 9.36	1.46 16.39 68.71 6.60 0.59 1.00 10.41 1.46 9.61
76,853 9,682 6,874 -	71,804 8,493 6,030 -	71,548 9,331 6,347 5,100	71,273 10,757 7,422 5,100
51,000 48,653 99,653 20,631 (24,662) 79,881 245,735 41,539	51,000 43,010 94,010 19,592 (12,812) 76,744 223,600 40,035	51,000 36,751 87,751 19,986 (10,400) 68,835 209,994 43,008	51,000 32,571 83,571 21,193 139 68,658 196,523 44,433
2,468 153	2,454 151	2,467 156	2,664 170

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## Graphical Presentation

**DIVIDEND PAYOUT PER SHARE**



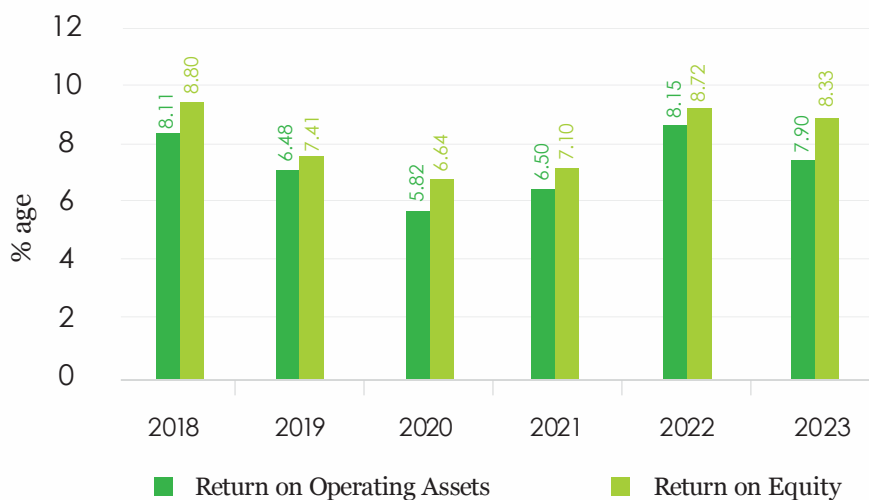
**BREAKUP VALUE VS MARKET VALUE**



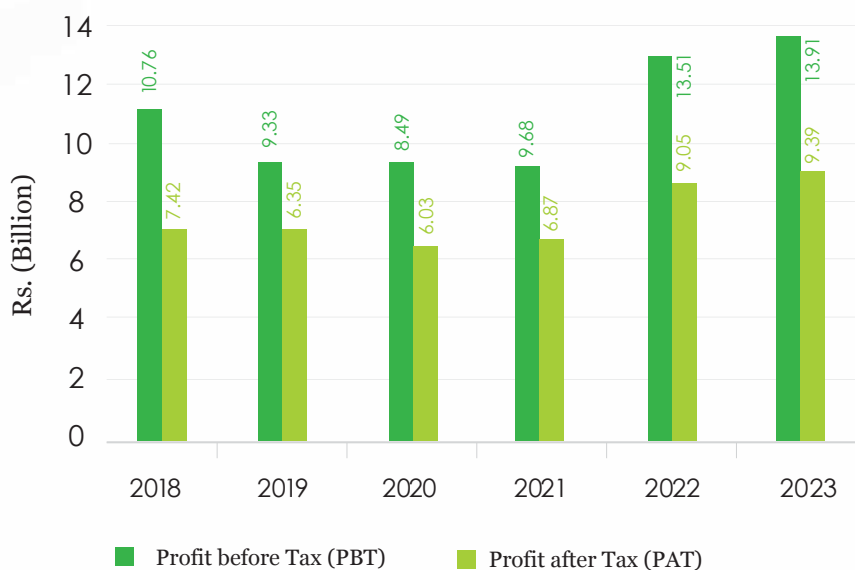
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## Graphical Presentation

**RETURN ON OPERATING ASSETS & EQUITY**



**PROFIT BEFORE TAX AND PROFIT AFTER TAX**



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## Graphical Presentation



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## Graphical Presentation

**TOTAL ASSETS VS SHAREHOLDERS' EQUITY**

