

OPERATING AND FINANCIAL HIGHLIGHTS

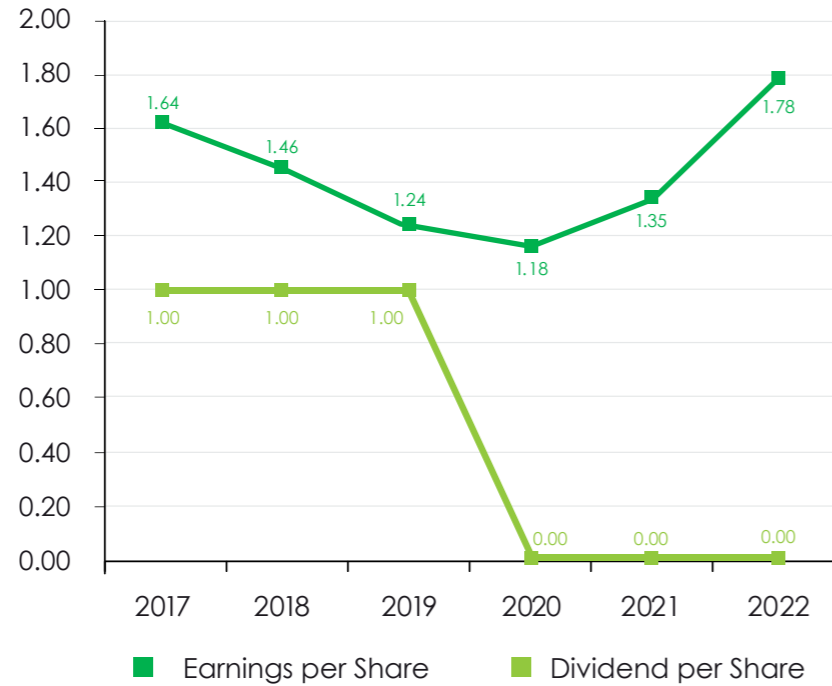
Year ended Dec 31		2022	2021	2020	2019	2018	2017
Key Indicators							
Operating							
Operating profit margin	%	5.85	5.42	4.80	6.90	9.14	10.31
Net profit margin	%	10.85	8.94	8.40	8.87	10.41	12.02
Performance							
Fixed assets turnover	Times	0.75	0.73	0.69	0.73	0.78	0.79
Debtors' turnover	Times	2.48	3.01	3.31	3.88	4.36	4.60
Return on equity	%	8.72	7.10	6.64	7.41	8.80	9.96
Return on capital employed	%	3.10	3.13	2.72	4.02	5.45	6.13
Earnings retention	%	100.00	100.00	100.00	19.65	31.29	39.05
Leverage							
Gearing	Ratio	40:60	29:71	27:73	30:70	31:69	28:72
Debt ratio	%	63.97	58.27	55.45	55.39	53.92	50.76
Liquidity							
Current	Times	0.85	0.76	0.86	0.87	1.00	1.14
Quick	Times	0.79	0.71	0.82	0.80	0.91	1.09
Valuation							
Earnings per share	Rs	1.78	1.35	1.18	1.24	1.46	1.64
Breakup value per share	Rs	21.19	19.54	18.43	17.21	16.39	16.69
Dividend payout ratio	%	-	-	-	80.35	68.71	60.95
Price earnings ratio	Times	3.44	6.45	7.70	7.52	6.60	7.95
Market price to breakup value	Times	0.29	0.45	0.49	0.54	0.59	0.78
Dividend per share	Rs	-	-	-	1.00	1.00	1.00
Dividend yield	%	-	-	-	10.68	10.41	7.66
Dividend cover ratio	Times	-	-	-	1.24	1.46	1.64
Market value per share	Rs	6.10	8.70	9.10	9.36	9.61	13.05
Historical Trends							
Operating Results							
Revenue	Rs (m)	83,444	76,853	71,804	71,548	71,273	69,620
Profit before tax	Rs (m)	13,513	9,682	8,493	9,331	10,757	12,874
Profit after tax	Rs (m)	9,053	6,874	6,030	6,347	7,422	8,368
Dividend	Rs (m)	-	-	-	5,100	5,100	5,100
Financial Position							
Share capital	Rs (m)	51,000	51,000	51,000	51,000	51,000	51,000
Reserves	Rs (m)	57,054	48,653	43,010	36,751	32,571	34,102
Shareholders' equity	Rs (m)	108,054	99,653	94,010	87,751	83,571	85,102
EBITDA	Rs (m)	21,882	20,631	19,592	19,986	21,193	22,693
Working capital	Rs (m)	(18,624)	(24,662)	(12,812)	(10,400)	139	8,936
Current assets	Rs (m)	107,633	79,881	76,744	68,835	68,658	71,250
Total assets	Rs (m)	305,160	245,735	223,600	209,994	196,523	187,348
Non current liabilities	Rs (m)	70,849	41,539	40,035	43,008	44,433	39,933
Operational*							
ALIS as on Dec 31	No. (000)	2,407	2,468	2,454	2,467	2,664	2,959
Average ALIS per employee	No.	156	153	151	156	170	190

* Exclusive of Primary and Basic Rate interface

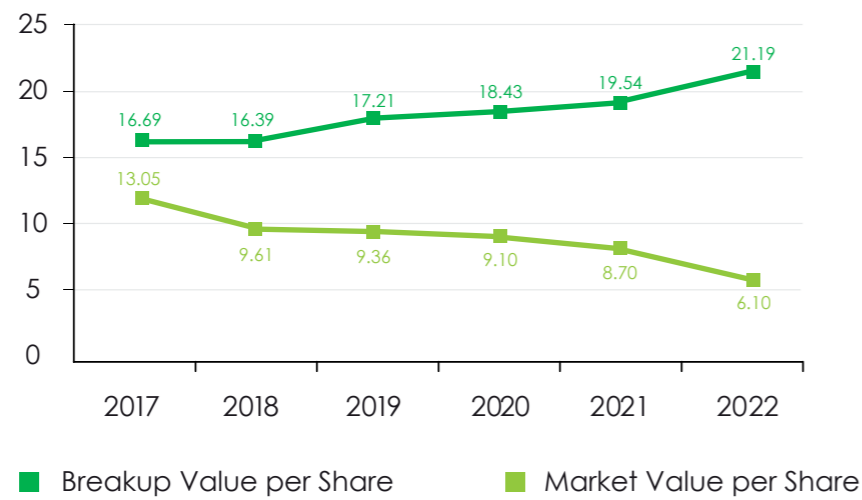
OPERATING & FINANCIAL HIGHLIGHTS

Graphical Presentation

DIVIDEND PAYOUT PER SHARE (RUPEES)



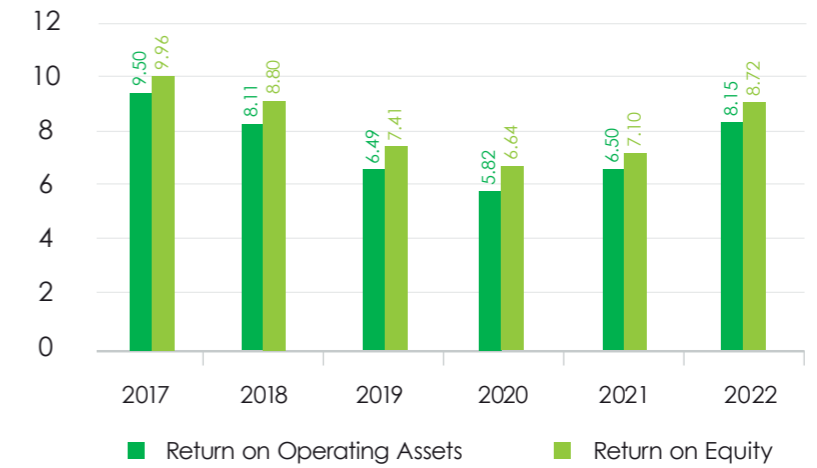
BREAKUP VALUE VS MARKET VALUE (RUPEES)



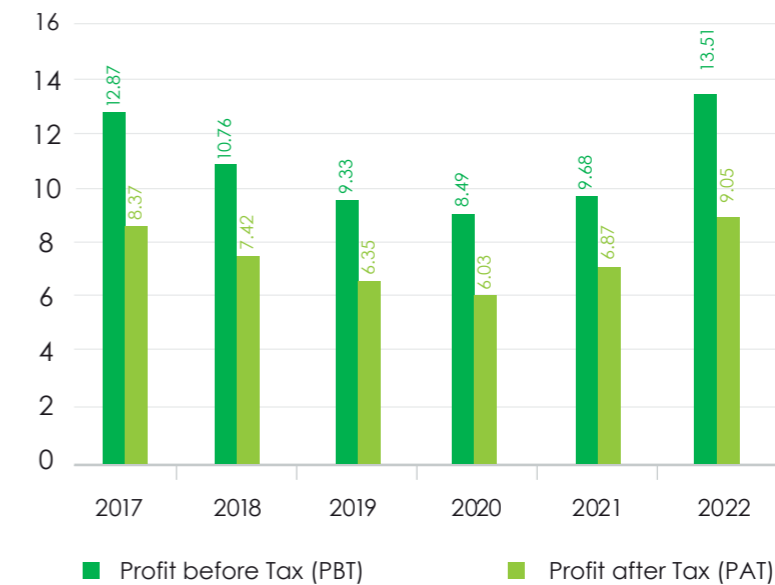
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Graphical Presentation

RETURN ON OPERATING ASSETS & EQUITY (PERCENTAGE)



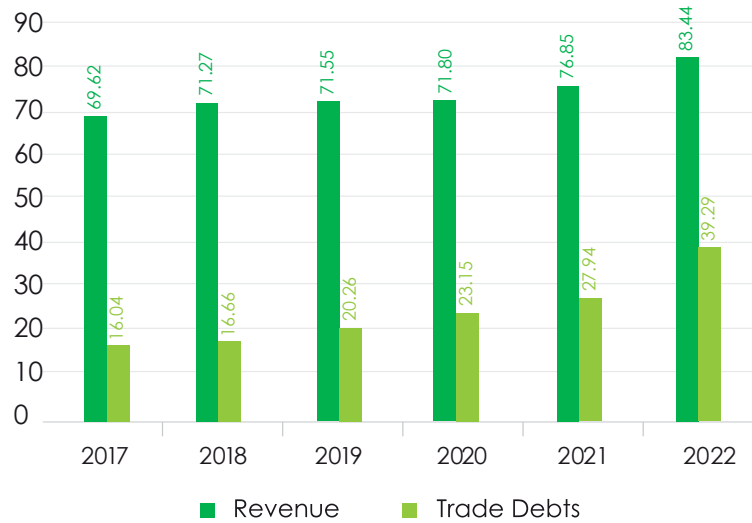
PROFIT BEFORE TAX AND PROFIT AFTER TAX (RUPEES IN BILLION)



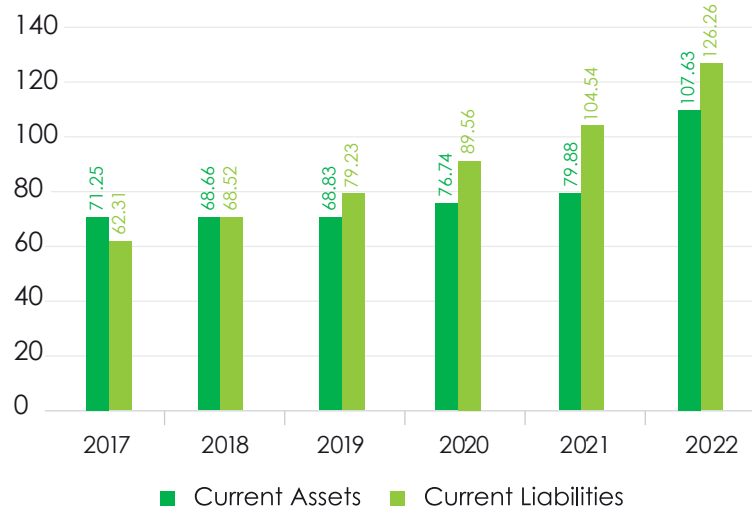
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Graphical Presentation

REVENUE AND TRADE DEBTS (RUPEES IN BILLION)



CURRENT ASSETS & CURRENT LIABILITIES (RUPEES IN BILLION)



TOTAL ASSETS VS SHAREHOLDERS' EQUITY (RUPEES IN BILLION)

