

## PSO at a Glance

Rupees in Million (Unless noted)

|  |     | 2007    | 2006    | 2005    | 2004    | 2003    | 2002    | 2001    | 2000    | 1999    | 1998    |
|--|-----|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Sales Volume (Million Tons)            |     | 11.8    | 9.8     | 9.7     | 8.6     | 10.8    | 11.5    | 12.6    | 12.7    | 12.1    | 12.7    |
| Sales Revenue                          |     | 411,058 | 352,515 | 253,777 | 195,130 | 206,376 | 182,323 | 195,039 | 135,040 | 115,636 | 121,345 |
| Marketing & Administrative Expenses    |     | 3,748   | 3,428   | 3,219   | 2,634   | 2,465   | 1,907   | 2,065   | 1,788   | 1,428   | 1,372   |
| Profit before Tax                      |     | 7,122   | 11,418* | 9,191   | 6,263   | 6,209   | 5,137   | 3,451   | 3,581   | 3,356   | 2,826   |
| Profit after Tax                       |     | 4,690   | 7,525   | 5,656   | 4,212   | 4,030   | 3,188   | 2,251   | 2,231   | 2,671   | 1,846   |
| Capital Expenditure                    |     | 1,609   | 717     | 1,506   | 2,096   | 1,643   | 1,430   | 1,254   | 967     | 397     | 408     |
| Shareholders' Equity                   |     | 20,939  | 20,813  | 17,545  | 15,446  | 14,264  | 12,396  | 10,666  | 9,987   | 8,899   | 7,082   |
| No. of Shares Outstanding (in million) |     | 172     | 172     | 172     | 172     | 172     | 143     | 143     | 143     | 119     | 99      |
| <b>Profitability</b>                   |     |         |         |         |         |         |         |         |         |         |         |
| Gross Profit ratio                     | %   | 3.0     | 4.9     | 5.4     | 4.7     | 4.3     | 3.7     | 3.3     | 4.2     | 4.5     | 4.0     |
| Net Profit ratio                       | %   | 1.1     | 2.1     | 2.2     | 2.2     | 2.0     | 1.7     | 1.2     | 1.7     | 2.3     | 1.5     |
| Return on Shareholders' Equity         | %   | 22.4    | 36.2    | 32.2    | 27.3    | 28.3    | 25.7    | 21.1    | 22.3    | 30.0    | 26.1    |
| Return on total assets                 | %   | 6.3     | 10.7    | 10.8    | 9.9     | 12.5    | 9.7     | 7.5     | 7.2     | 10.4    | 6.3     |
| Return on capital employed             | %   | 35.4    | 54.2    | 48.9    | 40.8    | 44.9    | 46.1    | 34.8    | 38.6    | 39.6    | 41.2    |
| <b>Asset utilisation</b>               |     |         |         |         |         |         |         |         |         |         |         |
| Inventory turnover ratio               | (x) | 11.7    | 11.5    | 11.2    | 13.1    | 19.7    | 18.7    | 18.5    | 16.0    | 13.1    | 16.0    |
| Debtor turnover ratio                  | (x) | 32.5    | 37.8    | 39.9    | 40.1    | 35.4    | 22.5    | 21.5    | 13.7    | 8.5     | 8.6     |
| Total asset turnover ratio             | (x) | 5.7     | 5.8     | 5.4     | 5.2     | 6.3     | 5.8     | 6.4     | 4.8     | 4.2     | 4.5     |
| Fixed asset turnover ratio             | (x) | 52.0    | 44.4    | 31.7    | 27.5    | 34.8    | 36.3    | 45.8    | 37.3    | 34.4    | 36.2    |
| <b>Investment</b>                      |     |         |         |         |         |         |         |         |         |         |         |
| Earning per share                      | Rs. | 27.3    | 43.9    | 33.0    | 24.6    | 23.5    | 18.6    | 15.8    | 15.6    | 18.7    | 18.6    |
| Market value per share (June 30)       | Rs. | 391.45  | 309.0   | 386.0   | 256.8   | 228.4   | 140.0   | 132.5   | 163.0   | 92.5    | 76.3    |
| Break-up value                         | Rs. | 122     | 121.0   | 101.0   | 90.0    | 83.0    | 87.0    | 75.0    | 70.0    | 75.0    | 72.0    |
| Price Earning ratio                    | (x) | 14.3    | 7.0     | 11.6    | 10.4    | 9.7     | 7.5     | 8.4     | 10.4    | 5.0     | 4.1     |
| Dividend per share                     | Rs. | 21.00   | 34.0    | 26.0    | 17.5    | 16      | 13      | 10      | 10      | 9       | 8       |
| Bonus Share                            | %   | -       | -       | -       | -       | -       | 20      | -       | -       | 20      | 20      |
| Dividend Payout                        | %   | 76.8    | 77.5    | 78.8    | 71.3    | 68.1    | 80.7    | 63.3    | 64.1    | 58.8    | 53.8    |
| <b>Leverage</b>                        |     |         |         |         |         |         |         |         |         |         |         |
| Interest Cover ratio                   | (x) | 6.9     | 12.7    | 25.9    | 34.1    | 23.6    | 10.0    | 10.3    | 11.3    | 12.6    | 11.0    |
| Current Ratio                          | (x) | 1.22    | 1.24    | 1.24    | 1.25    | 1.34    | 1.28    | 1.34    | 1.34    | 1.37    | 1.19    |
| Employees as remuneration              |     | 2,006   | 1,857   | 1,870   | 1,474   | 1,403   | 990     | 1,292   | 1,102   | 776     | 788     |
| Government as taxes                    |     | 68,096  | 58,822  | 38,823  | 50,942  | 53,699  | 45,946  | 52,933  | 33,923  | 54,625  | 44,605  |
| Shareholders as dividends              |     | 3,602   | 5,831   | 4,459   | 3,002   | 2,744   | 1,858   | 1,429   | 1,429   | 1,072   | 794     |
| Retained within the business           |     | 1,100   | 1,900   | 1,230   | 1,210   | 1,290   | 1,040   | 820     | 800     | 1,360   | 854     |

\* Reclassification