

Profit & Loss Account

for the year ended June 30, 2007

| | Note | 2007 (Rupees in '000) | 2006 (Rupees in '000) |
|---|------|--------------------------------------|--------------------------------------|
| Sales - net of trade discounts and allowances amounting to Rs. 932,387 thousand (2006: Rs. 1,318,472 thousand) | | 411,057,592 | 352,514,873 |
| Less: | | | |
| - Sales tax | | (52,418,310) | (44,539,632) |
| - Inland freight equalization margin | | (8,932,956) | (9,725,202) |
| | | <u>(61,351,266)</u> | <u>(54,264,834)</u> |
| Net sales | | 349,706,326 | 298,250,039 |
| Cost of products sold | 25 | (337,446,896) | (281,042,813) |
| Gross profit | | 12,259,430 | 17,207,226 |
| Other operating income | 26 | 1,278,932 | 950,850 |
| Operating costs | | | |
| Transportation costs | 27 | (369,328) | (365,795) |
| Distribution and marketing expenses | 28 | (2,766,064) | (2,492,633) |
| Administrative expenses | 29 | (981,937) | (935,589) |
| Depreciation and amortisation | | (1,140,065) | (1,082,394) |
| Other operating expenses | 30 | (755,420) | (2,460,931) |
| | | <u>(6,012,814)</u> | <u>(7,337,342)</u> |
| Other income | 31 | 424,238 | 442,791 |
| Profit from operations | | 7,949,786 | 11,263,525 |
| Finance costs | 32 | (1,158,112) | (884,153) |
| | | <u>6,791,674</u> | <u>10,379,372</u> |
| Share of profit of associates | | 330,306 | 1,038,939 |
| Profit before taxation | | 7,121,980 | 11,418,311 |
| Taxation | 33 | (2,432,182) | (3,893,610) |
| Profit for the year | | <u>4,689,798</u> | <u>7,524,701</u> |
| Earnings per share - basic and diluted | 34 | 27.34 | 43.87 |

The annexed notes 1 to 41 form an integral part of these financial statements.

Jalees Ahmed Siddiqi
Managing Director & CEO

Pervaiz Kausar
Chairman