

## CONDENSED PROFIT AND LOSS ACCOUNT

For the Quarter and Six months period ended December 31, 2007 (Unaudited)

| Note                                     | Quarter ended<br>December 31,<br>2007 | Quarter ended<br>December 31,<br>2006 | Six months<br>period ended<br>December 31,<br>2007 | Six months<br>period ended<br>December 31,<br>2006 |
|--|---------------------------------------|---------------------------------------|--|--|
| (Rupees in '000)                         |                                       |                                       |  |  |
| Turnover                                 | 2,130,627                             | 1,790,992                             | 4,244,772  | 3,576,435  |
| Sales tax and special excise duty        | (315,167)                             | (248,917)                             | (626,612)  | (497,740)  |
| Trade discounts                          | (120,575)                             | (100,306)                             | (239,479)  | (200,817)  |
| Net turnover                             | 1,694,885                             | 1,441,769                             | 3,378,681  | 2,877,878  |
| Cost of sales                            | (1,164,481)                           | (988,516)                             | (2,349,211)  | (1,971,474)  |
| Gross profit                             | 530,404                               | 453,253                               | 1,029,470  | 906,404  |
| Selling and distribution costs           | (244,785)                             | (207,961)                             | (466,265)  | (407,421)  |
| Administrative expenses                  | (16,888)                              | (14,371)                              | (32,584)   | (26,751)   |
| Other operating expenses                 | (19,449)                              | (15,384)                              | (37,768)   | (32,895)   |
| Other operating income                   | 11,405                                | 12,212                                | 22,047   | 28,207   |
| Profit from operations                   | 260,687                               | 227,749                               | 514,900  | 467,544  |
| Finance costs                            | (8,623)                               | (2,793)                               | (12,711)   | (5,596)  |
| Profit before taxation                   | 252,064                               | 224,956                               | 502,189  | 461,948  |
| Taxation                                 |                                       |                                       |  |  |
| - Current - for the period               | 85,400                                | 66,600                                | 161,100  | 142,400  |
| - for prior year                         | 174                                   |                                       | 174  |  |
| - Deferred                               | 474                                   | 5,368                                 | 11,598   | 10,468   |
|  | (86,048)                              | (71,968)                              | (172,872)  | (152,868)  |
| Profit after taxation                    | 166,016                               | 152,988                               | 329,317  | 309,080  |
| Earnings per share (restated) - (Rs.) 10 | 8.69                                  | 8.01                                  | 17.23  | 16.17  |

The appropriations from profits are set out in the statement of changes in equity.

The annexed notes 1 to 14 form an integral part of these financial statements.

  
**Zulfiqar Ali Lakhani**  
 Chief Executive

  
**Tasleemuddin Ahmed Batlay**  
 Director