

ICI PAKISTAN LIMITED

OPERATING & FINANCIAL HIGHLIGHTS		July - June				
Ratios		2014-15	2015-16	2016-17	2017-18	2018-19
Profitability Ratios						
Gross margin	%	15.43	17.53	18.77	17.42	16.20
Gross profit turnover	%	13.59	15.18	16.33	15.39	14.46
Operating result margin	%	8.11	9.41	9.78	8.96	8.46
Net profit margin	%	5.67	7.69	7.97	6.23	3.95
Profit markup	%	18.25	21.26	23.11	21.09	19.34
Profit before taxation margin	%	7.21	9.47	10.62	7.43	5.45
Return on equity	%	15.99	18.65	19.47	16.92	12.00
Return on capital employed	%	18.96	17.04	17.45	15.52	17.72
Return on assets	%	7.97	9.30	9.12	7.09	5.21
Return on fixed assets	%	21.34	20.39	20.60	20.45	23.21
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Growth Ratios						
Net turnover	%	(1.88)	(1.50)	11.93	18.72	18.78
Operating results	%	36.76	14.28	16.24	8.76	12.22
EBITDA	%	31.89	14.39	16.54	8.80	11.30
Profit after taxation	%	24.88	33.75	15.93	(7.17)	(24.67)
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Efficiency Ratios						
Asset turnover	Times	1.41	1.21	1.14	1.14	1.32
Fixed asset turnover	Times	2.63	2.17	2.11	2.28	2.74
Inventory turnover	Times	5.69	4.99	5.02	4.22	4.51
Current asset turnover	Times	3.47	3.16	3.14	2.84	3.14
Capital employed turnover	Times	2.65	2.09	2.05	1.96	2.35
Operating working capital turnover	Times	20.74	16.99	14.65	5.76	6.76
Debtor turnover ratio	Days	11.14	15.17	18.48	19.15	15.62
Creditor turnover ratio	Days	50.52	54.08	53.03	36.37	22.21
Inventory turnover ratio	Days	61.65	69.97	69.52	73.39	76.34
Operating cycle	Days	22.27	31.05	34.96	56.17	69.75
Revenue per employee	PKR'000	30,206	27,890	29,844	35,431	33,736
Net income per employee	PKR'000	1,712	2,146	2,378	2,208	1,333
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Cost Ratios						
Operating costs (%of net turnover)	%	91.89	90.59	90.22	91.04	91.54
Administration costs (%of net turnover)	%	2.57	2.39	2.70	2.46	2.31
Selling costs (% of net turnover)	%	4.75	5.73	6.30	6.01	5.44
Finance costs (%of net turnover)	%	1.07	1.03	0.93	1.30	2.50
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Equity Ratios						
Price earnings ratio	Times	18.63	14.46	30.67	24.19	21.34
Earnings per share	PKR	23.02	30.78	35.69	33.13	24.96
Dividend per share	PKR	11.50	15.50	18.00	16.50	9.00
Dividend cover	Times	2.00	1.99	1.98	2.01	2.77
Dividend yield	%	2.45	3.31	2.00	1.93	1.30
Dividend payout	%	49.97	50.35	50.44	49.81	36.06
Market value per share at the end of year	PKR	428.87	445.02	1,094.55	801.50	532.47
Market value per share at the start of year	PKR	390.34	428.87	445.02	1,094.55	801.50
Highest market value per share	PKR	597.56	566.94	1,219.70	1,092.63	814.90
Lowest market value per share	PKR	366.39	410.00	447.92	735.93	516.82
Break-up value per share with surplus on revaluation	PKR	143.93	165.07	183.28	195.77	207.96
Break-up value per share excluding surplus on revaluation	PKR	137.69	156.09	175.23	188.52	201.48
Cost of debt at year end	%	7.16	5.67	5.56	5.97	10.44
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Liquidity Ratios						
Current ratio	Ratio	1.02:1	1.15:1	1.01:1	1.17:1	-
Quick ratio / Acid test ratio	Ratio	0.49:1	0.55:1	0.50:1	0.52:1	-
Cash ratio	Ratio	0.01:1	0.01:1	0.01:1	0.01:1	0.01:1
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Leverage Ratios						
Debt to equity	%	18.43	26.54	32.81	50.88	44.02
Total debt to capital ratio	Ratio	16:84	21:79	25:75	47:53	44:56
Operating leverage ratio	%	3.18	3.12	3.13	3.34	3.17
Interest cover	Times	7.72	10.18	12.03	7.37	3.18

Dividend includes both approved and recommended during the year