

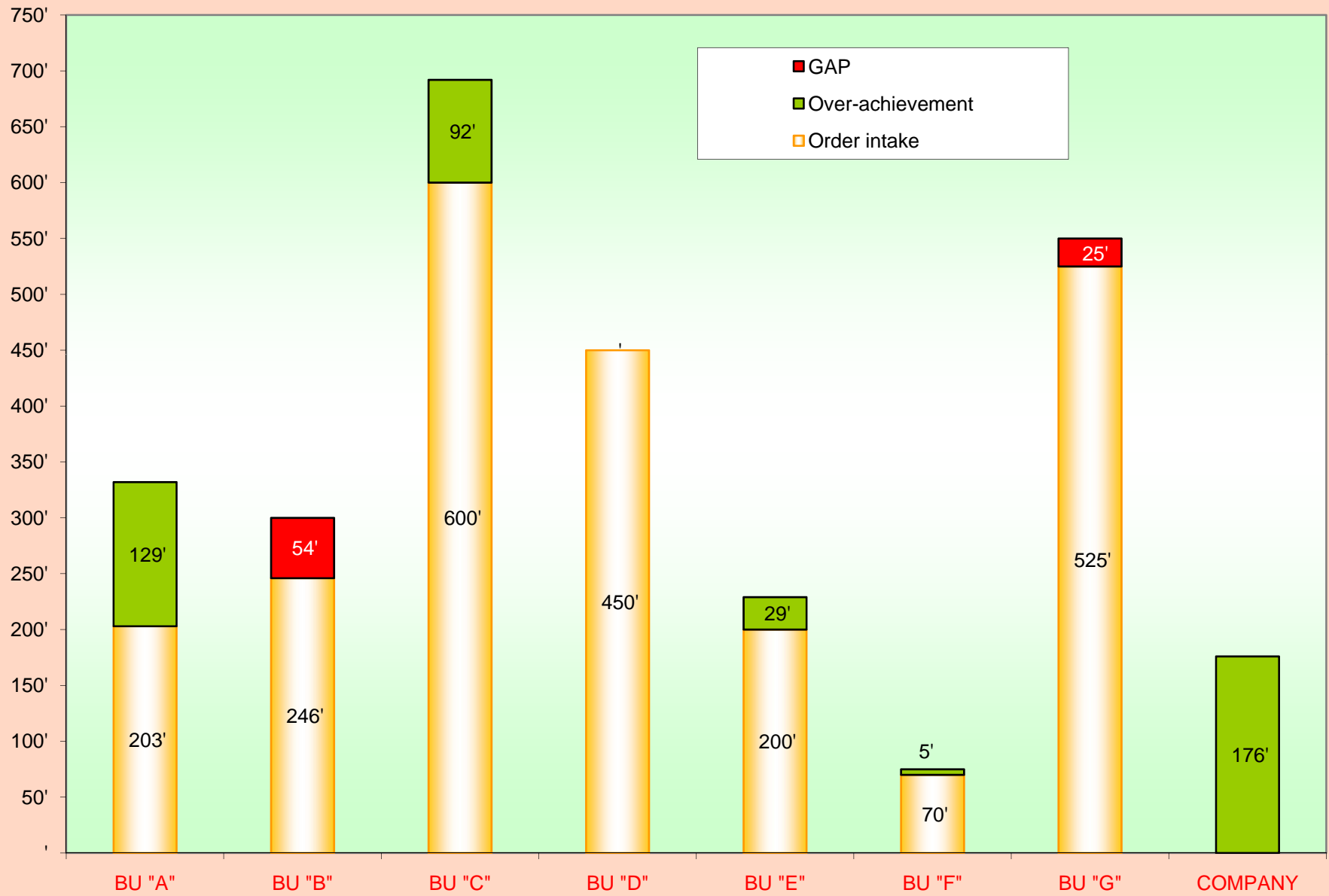
# **Raising the Company's Financial IQ**

Presented by

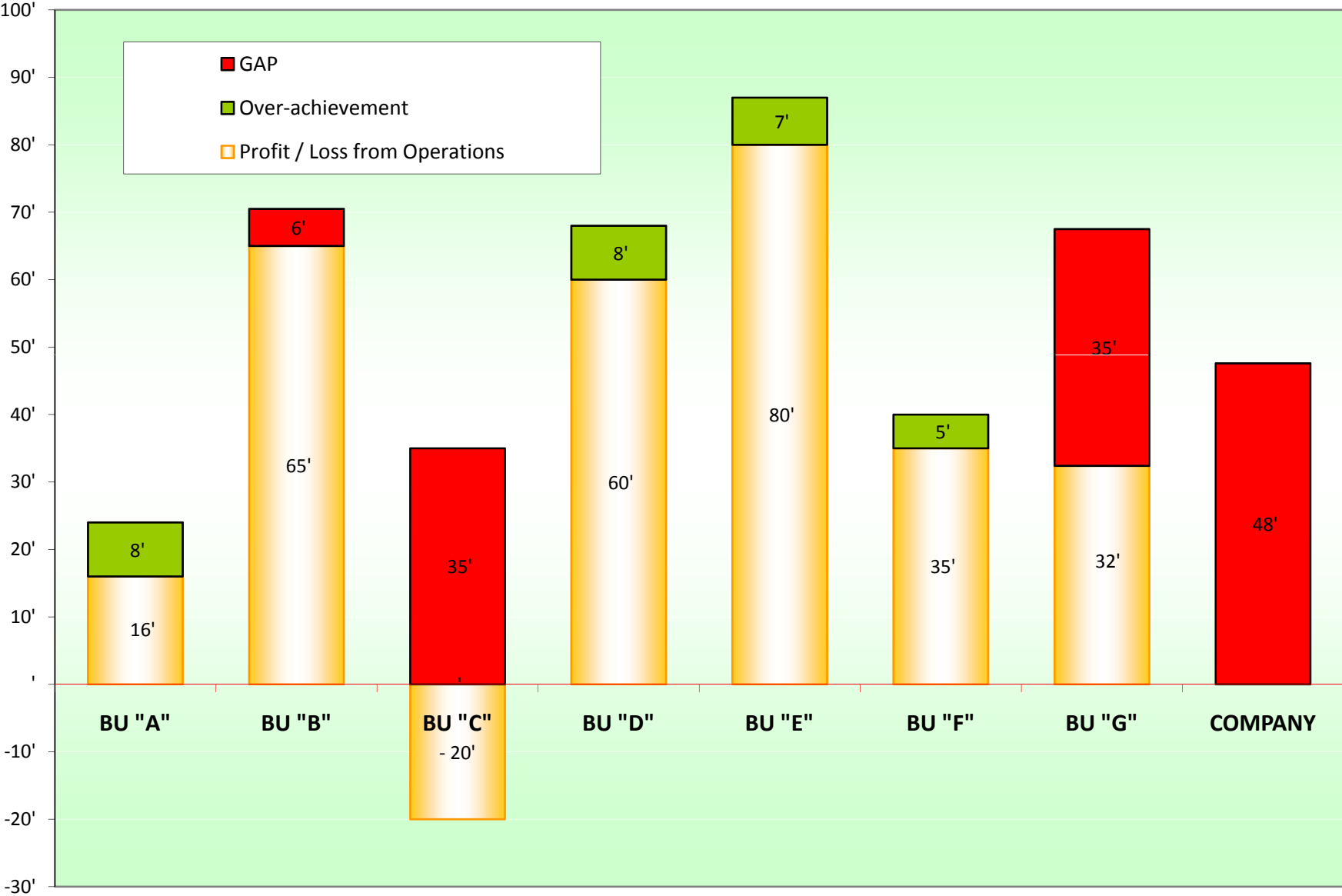
Gerhard Wilcke

CFO Siemens Pakistan

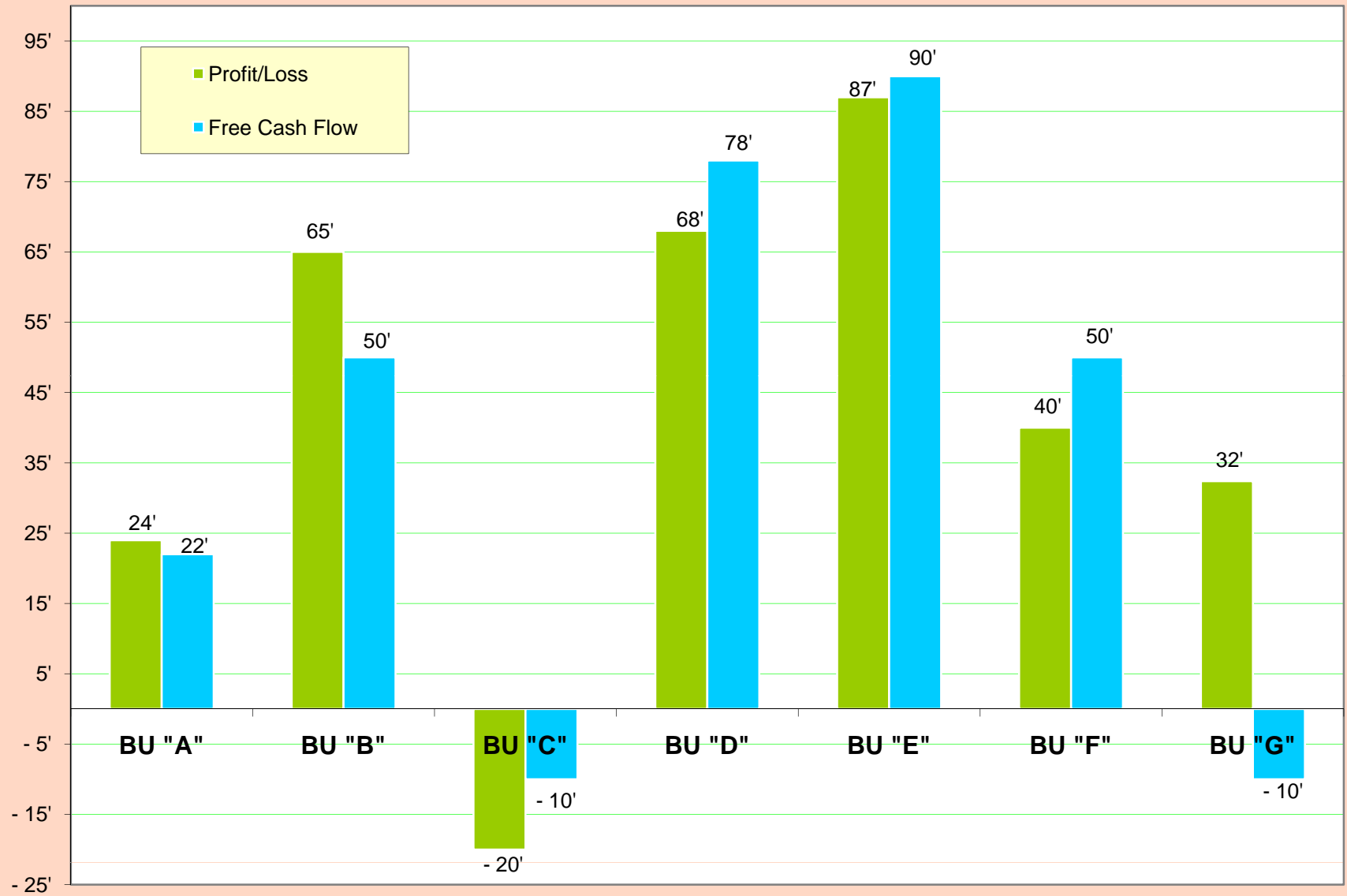
# Order Intake Analysis: Dec 2009



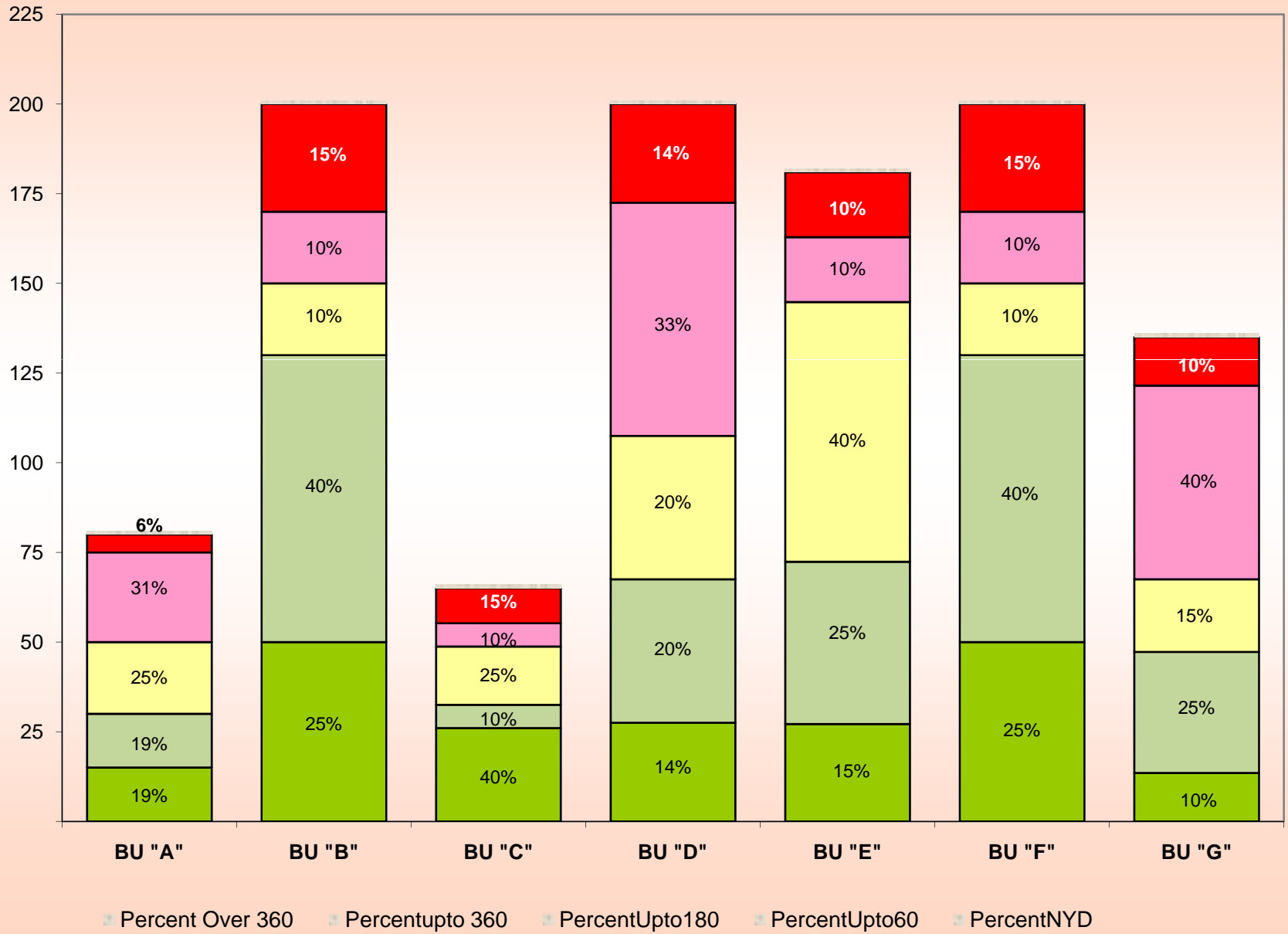
# Profit / Loss from Operations Analysis: Dec 2009



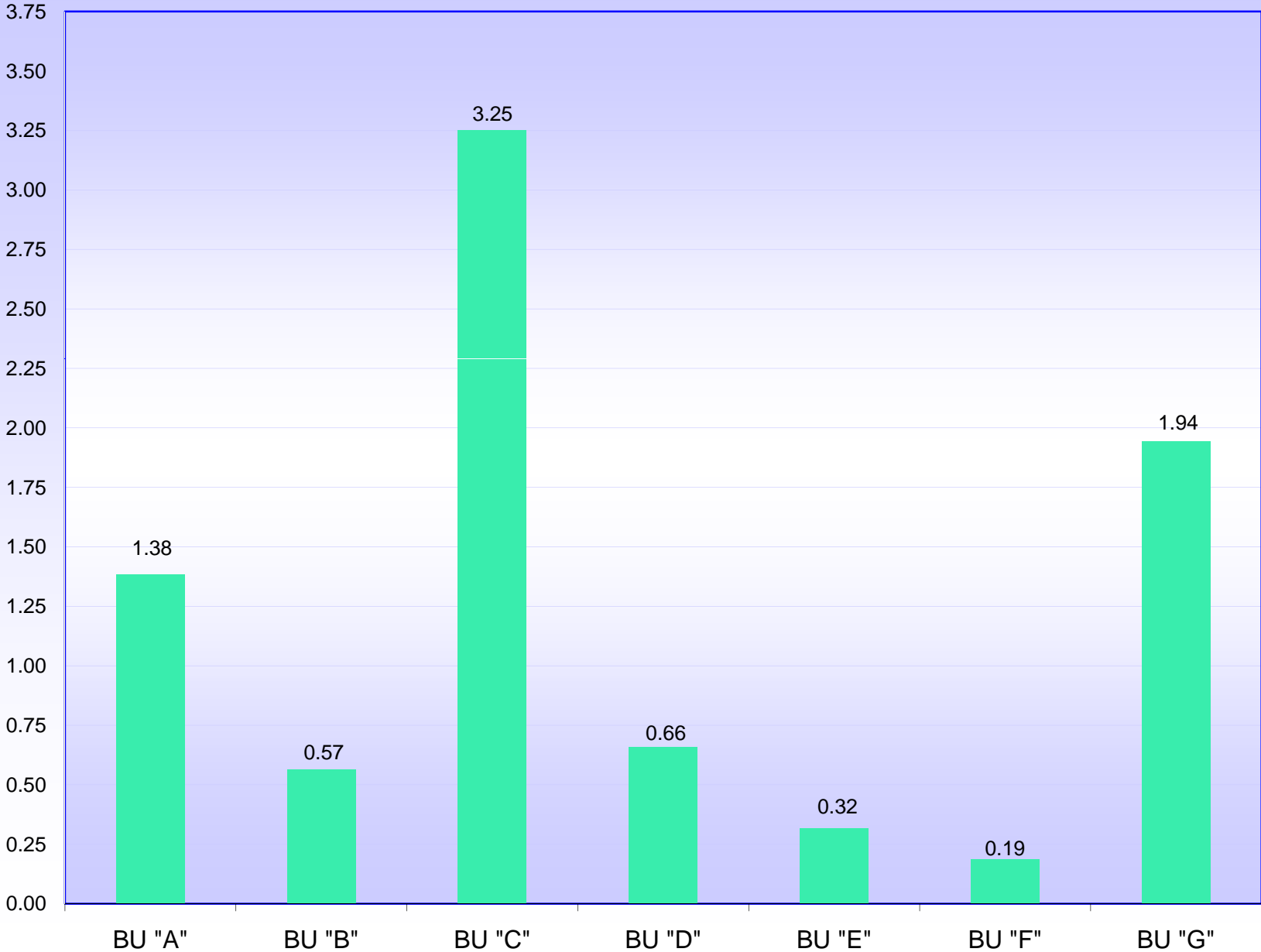
## Comparison of Profit and Cash: Dec 2009



## Accounts Receivable: Dec 2009



# Book to Bill Ratio: Dec 2009



# Stock financing chart- Dec 2009

BU	Negative stocks	Position
BU "A"	(15,000)	1
BU "B"	(11,500)	2
BU "C"	(7,000)	3

Nov '09	Position
(12,000)	2
(10,000)	3
(15,000)	1

Stock depletion in months		
BU "D"	1.1	4
BU "F"	1.7	5
BU "E"	1.9	6
BU "G"	2.2	7

(1,000)	4
1.7	5
1.8	6
1.9	7

Legend:

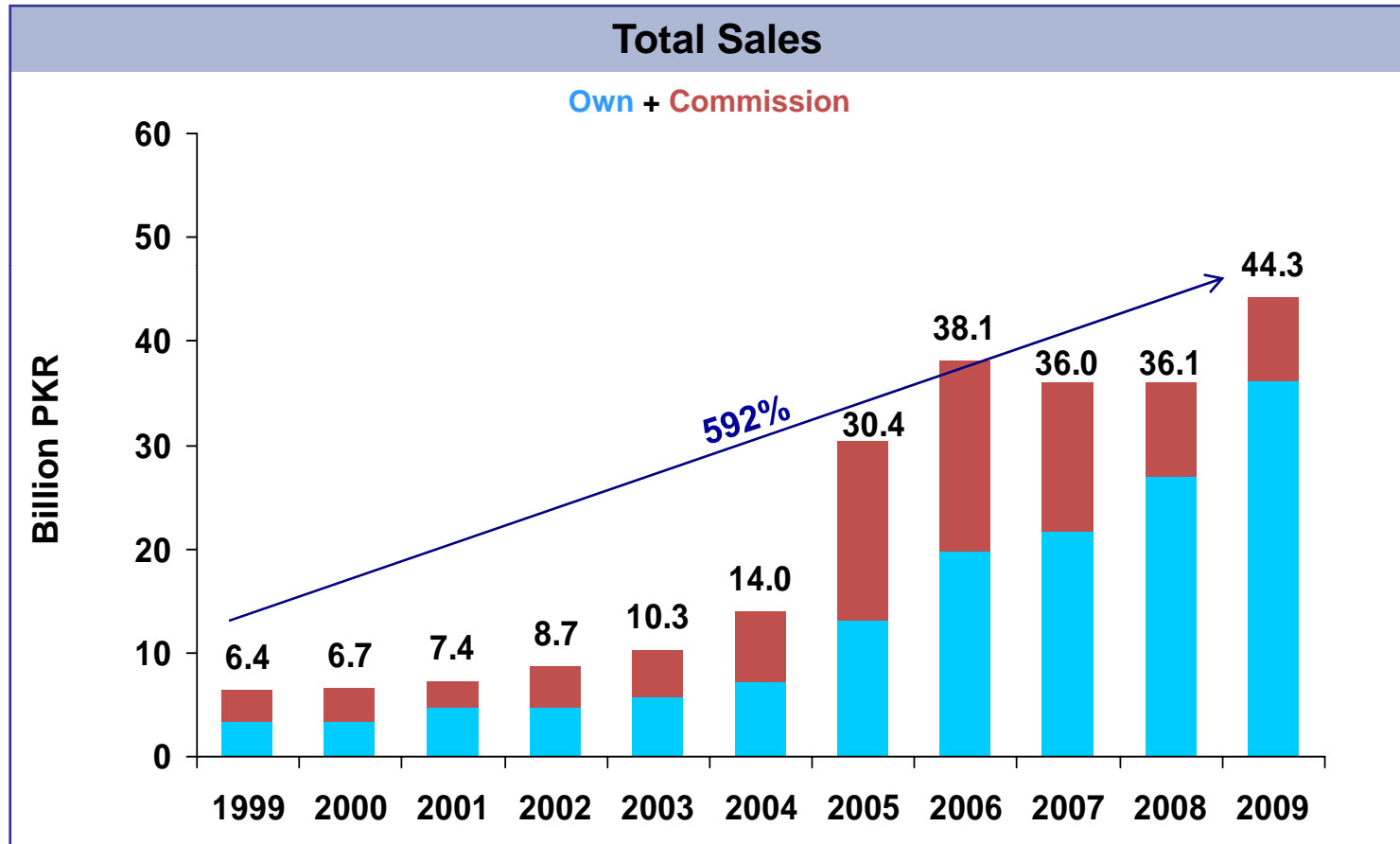
	third party financed
	<= 2.0 month depletion
	> 2.0 month depletion

Based on Budgeted Cost of Sales adjusted with Forecast

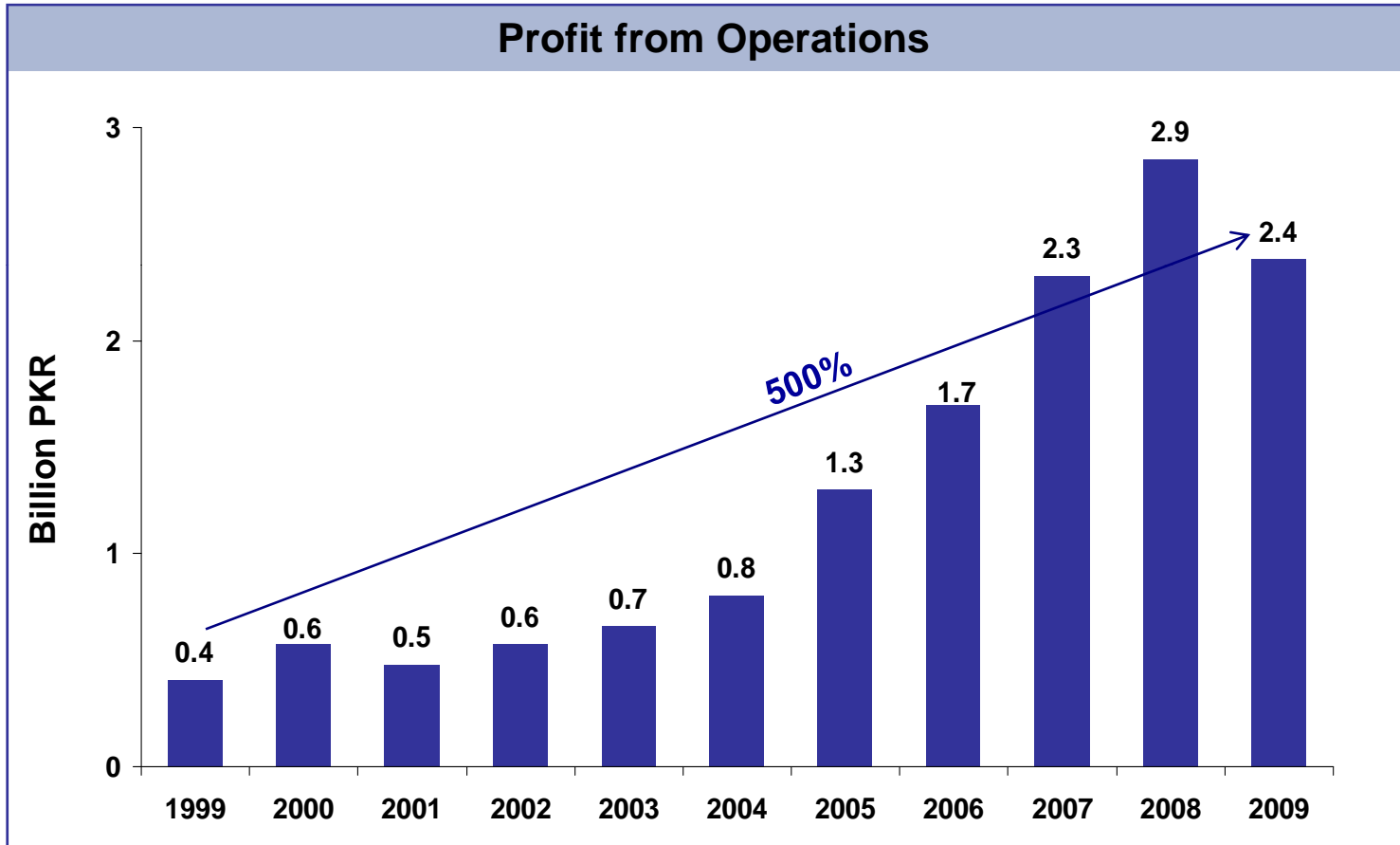
<b>COMPANY</b>	20' ( 3rd Party Financed)
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<b>22' ( 3rd Party Financed)</b>
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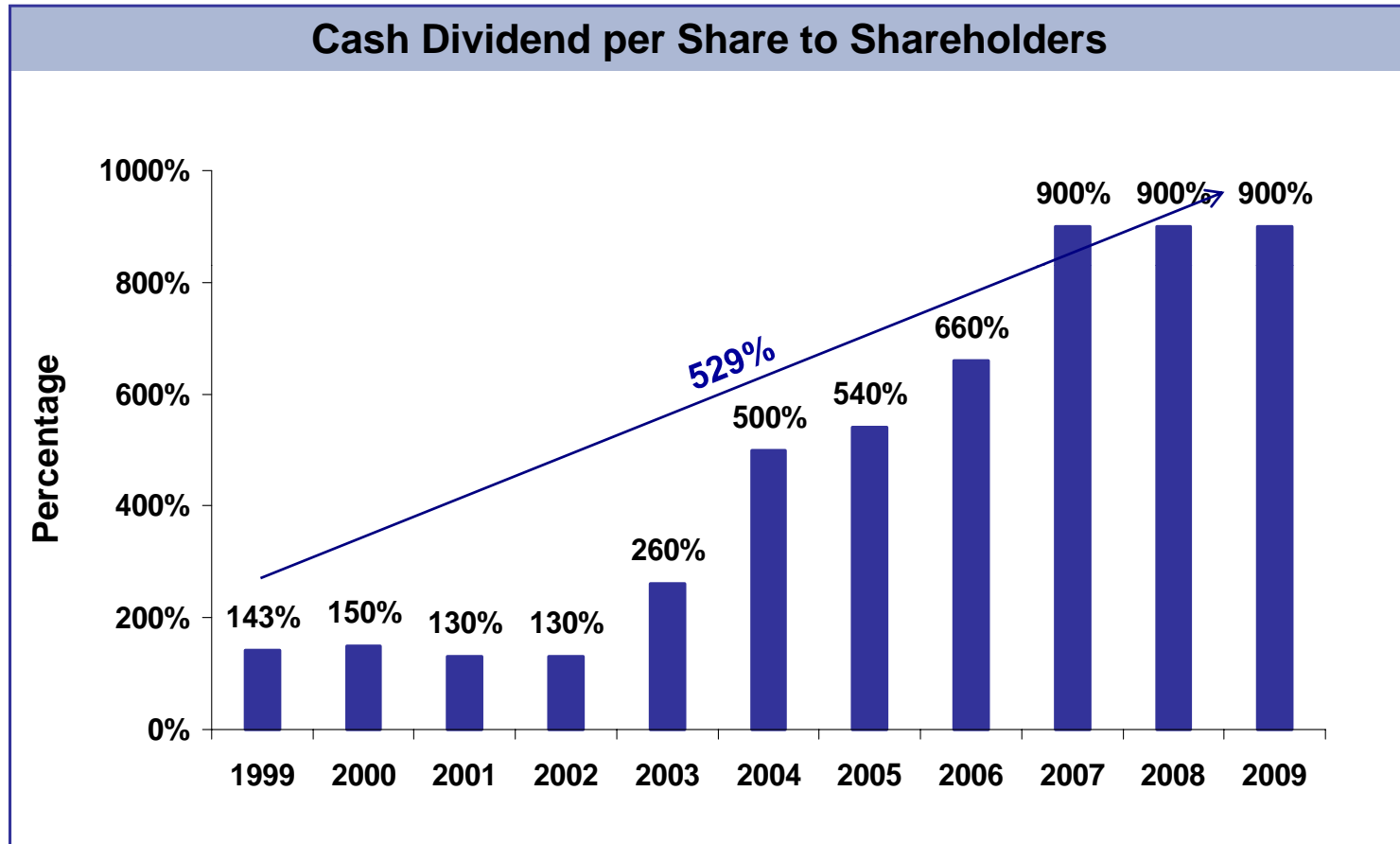
# Sales up 600%



# Profit up 500%



# Dividend up 500%



# Share price up 1400%

