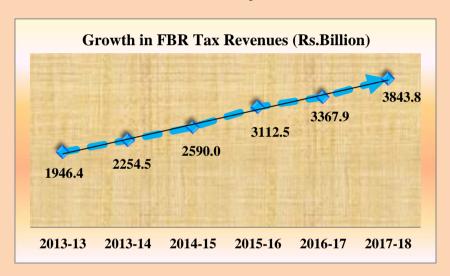
# FBR Biannual Review

Vol. 17, No. 2, January-June 2017-18

A Review of Resource Mobilization Efforts of Federal Board of Revenue





FEDERAL BOARD OF REVENUE GOVERNMENT OF PAKISTAN ISLAMABAD – PAKISTAN The Biannual Review January-June 2017-18 has been prepared by the Research Team of Strategic Planning Reform & Statistics Wing.

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**Foreword** 

The economy of Pakistan despite several challenges has witnessed a smooth upward

trend in tax-to-GDP ratio since 2012-13 which has reached 11.2 percent in 2017-18.

This growth trend has also been reflected in the FBR tax revenues during the same

period. The FBR revenues during last six years increased substantially and overall

increase has been to the tune of Rs. 1.7 trillion. The six years average growth has

been around 12.8 percent.

FY 2017-18 has also been successful as FBR collected around Rs. 476 billion higher

amount of federal taxes as compared to the previous year. The revenue target has

been met to the extent of around 98%. The missing of target with small margin is

linked with the relief measures taken in POL products, fertilizers, zero-rated sectors,

pesticides and PM Textile package, aiming at boosting the economic activity in the

country further leading to higher GDP growth, job creation and increase in revenues

in the medium and long term. The tax-to-GDP ratio which was just 8.7% in 2012-13,

is hovering around 11.2% in 2017-18.

This issue along with analysis of federal taxes also includes an update on FBR

reforms and achievements. A detailed statistical appendix showing tax-wise historical

collection, ten years net collection and average share, tax-to-GDP ratio and tax-wise

major commodities has also been included.

The efforts of the small research team of Strategic Planning Reform & Statistics Wing

are appreciable in bringing out this issue of Biannual Review. The suggestions and

comments for the improvement of this publication will be appreciated.

(Tariq Mahmood Pasha)

Secretary Revenue Division/

Chairman, FBR

v

#### **Abbreviations**

FBR Federal Board of Revenue

DT Direct Taxes

CD Customs Duties

GST General Sales Tax

STM Sales Tax Import

STD Sales Tax Domestic

FED Federal Excise Duties

WHT Withholding Taxes

VP Voluntary Payments

CoD Collection on Demand

AOPs Association of Persons

NTN National Tax Number

USAS Universal Self-Assessment Scheme

PCT Pakistan Customs Tariff

GDP Gross Domestic Product

CH Chapter

RTO Regional Tax Office

LTU Large Tax Payers' Unit

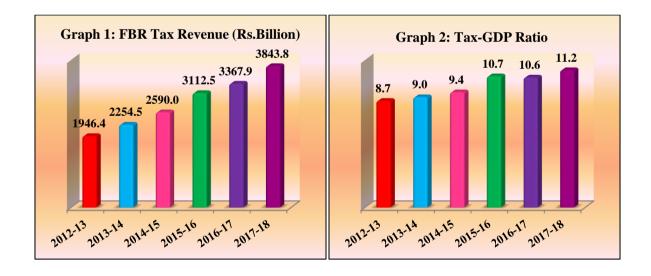
FY Fiscal Year

CFY Current Fiscal Year

PFY Previous Fiscal Year

#### Introduction

In the FY 2012-13, before the reforms program, the revenue collection was growing by just 3.4% and tax-to-GDP ratio was at 8.5%. The major inhibiting factors were; the stalled tax audit system, non-existing tax culture, evasion and avoidance of taxes by all the potential taxpayers. Moreover, tax exemptions and aberrations in the form of special procedures and presumptive modes of taxation were distorting the system, making it inequitable and difficult to administer. However, the policy and administrative reforms measures taken by FBR has been helpful to address the said issues program. The reforms program has started paying dividends in shape of higher tax revenues, an efficient, modern, transparent and taxpayer friendly revenue organization. The revenue collection, a major task, of FBR has witnessed a substantial increase during last six years. The net collection jumped from Rs. 1,946.4 billion in 2012-13 to Rs. 3,843.8 billion in FY 2017-18, registering an overall growth of around 97.5%. In absolute terms revenue collection has been increased by Rs. 1.7 trillion. The tax-GDP ratio of the country has reached to 11.2% in FY 2017-18. The year-wise net collection and tax-GDP ratio is depicted in Graph 1 and 2.



FBR Revenue Collection vis-à-vis Target FY: 2017-18

FBR has collected Rs. **3,844 billion** during FY 2017-18 against **Rs. 3,368** billion during FY 2016-17 denoting a growth of **around 14.1%.** The growth attained during FY 2017-18 seems encouraging when compared with growth of 8.2% during FY 2016-17. An additional amount of around Rs.475.9 billion has been collected over the collection of previous year. During FY

2017-18, the original revenue target was Rs 4,013 billion which was revised to Rs. 3,935 billion. The collection of FY 2017-18 exhibits that revised revenue target has been achieved to the extent of around 98%. The customs duty surpassed its target by 1.4% and direct taxes, sales tax and FED missed the targets by 1.7%, 4.0% and 5.1% respectively (Table 1).

Table 1: A Comparison of Collection FY 2017-18 vis-a-vis Target

(Rs. Billion)

| Tax Head       | Original<br>Target  | Revised Target | Collection | Achievement of<br>Target (%) |
|----------------|---------------------|----------------|------------|------------------------------|
| Direct Taxes   | 1,594.9             | 1,563.0        | 1,536.6    | 98.3                         |
| Sales Tax      | 1,605.2             | 1,547.0        | 1,485.3    | 96.0                         |
| Federal Excise | 231.5               | 225.0          | 213.5      | 94.9                         |
| Customs duty   | ms duty 581.4 600.0 |                | 608.4      | 101.4                        |
| All Taxes      | 4,013.0             | 3,935.0        | 3,843.8    | 97.7                         |

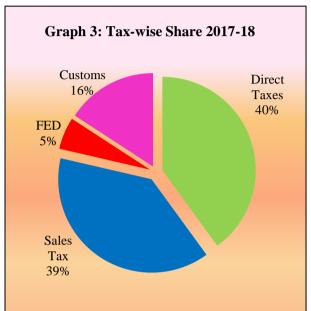
During FY 2017-18 the overall growth in net tax collection has been 14.1% (Table 2). The collection of customs duty with 22.5% growth was on the top, followed by direct taxes with 14.3% and sales tax 11.8%. FED collection remained below the double digit growth.

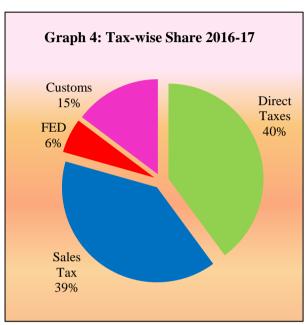
Table 2: Comparison of Net Revenue Collection FY 2017-18 Vs. FY 2016-17

(Rs. Billion)

| Revenue Heads | FY: 2017-18 | FY: 2016-17 | Growth   |      |  |
|---------------|-------------|-------------|----------|------|--|
| Revenue Heads | F1: 2017-16 | F1: 2010-17 | Absolute | (%)  |  |
| Direct Taxes  | 1,536.6     | 1,344.2     | 192.4    | 14.3 |  |
| Sales Tax     | 1,485.3     | 1,329.0     | 156.3    | 11.8 |  |
| FED           | 213.5       | 197.9       | 15.6     | 7.9  |  |
| Customs       | 608.4       | 496.8       | 111.6    | 22.5 |  |
| TOTAL         | 3,843.8     | 3,367.9     | 475.9    | 14.1 |  |

The direct taxes are the top source of FBR revenue with 40 percent share, sales tax is the second major source with 39% share. The share of customs duty is gradually increasing and has reached from 15% in FY 2016-17 to 16% in FY 2017-18. The share of direct taxes needs to be increased further to make our taxes more progressive as well as equitable and to further reduce reliance on indirect taxes.





According to month-wise and quarterly growth trends, FY 2017-18 started with growth of around 30.4% in July, afterward going down to 14.6% in August, but it jumped to 22.7% in September. The overall growth achieved during quarter-1 was 22% (Table 2).

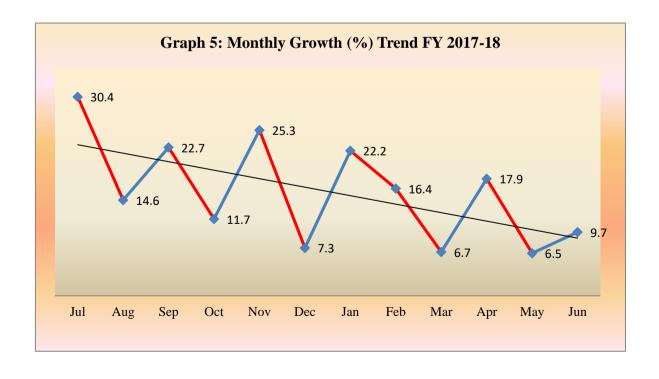
However, in the second quarter the collection started with the lower level of 11.7% in October, rising sharply to 25.3% in November, then dropping to quarter's lowest level of 7.3% in December. As far as third quarter's collection is concerned, the collection grew by 13.8% as compared to corresponding period of last year. In the 4th quarter, the collection grew by 10.6%. The overall collection during FY 2017-18 recorded a growth of 14.1%.

Table 3: Month-wise Comparative Net Collection FY 2017-18 Vs. FY 2016-17

(Rs. Million)

| N/ 41     | EV 2015 10 | EX 2017 15 | Diffe    | erence     |
|-----------|------------|------------|----------|------------|
| Months    | FY 2017-18 | FY 2016-17 | Absolute | Percentage |
| July      | 206,607    | 158,398    | 48,209   | 30.4       |
| August    | 237,275    | 207,003    | 30,272   | 14.6       |
| September | 321,074    | 261,720    | 59,354   | 22.7       |
| Quarter-1 | 764,956    | 627,121    | 137,835  | 22.0       |
| October   | 269,580    | 241,243    | 28,337   | 11.7       |
| November  | 271,045    | 216,273    | 54,772   | 25.3       |
| December  | 416,068    | 387,700    | 28,368   | 7.3        |
| Quarter-2 | 956,693    | 845,216    | 111,477  | 13.2       |
| January   | 273,497    | 223,856    | 49,641   | 22.2       |
| February  | 262,464    | 225,486    | 36,978   | 16.4       |
| March     | 370,224    | 347,001    | 23,223   | 6.7        |
| Quarter-3 | 906,185    | 796,343    | 109,842  | 13.8       |
| April     | 294,666    | 249,957    | 44,709   | 17.9       |
| May       | 352,501    | 330,960    | 21,541   | 6.5        |
| June      | 568,754    | 518,277    | 50,477   | 9.7        |
| Quarter-4 | 1,215,921  | 1,099,194  | 116,727  | 10.6       |
| Total     | 3,843,755  | 3,367,874  | 475,881  | 14.1       |

The volatility in monthly growth trend is visible from graph 5 below:



The monthly growth trend during the whole year remained volatile and it was at the lowest mark of 6.5% in May and touched highest mark in July with 30.4% growth.

#### Refunds/Rebates

During FY 2017-18 the refunds of around Rs. 155 billion have been paid, as compared to around Rs.87 billion paid in FY 2016-17. The refund amount paid during FY 2017-18 is 67.8 billion higher as compared to PFY thus attaining a growth of 78%. Tax-wise refund payments during FY 2017-18 are shown in Table 4 below:

Table 4: Comparative Position of Refunds/ Rebates Payments: FY 2017-18 Vs. FY 2016-17

(Rs. Million)

| Tax Head       | Refund .   | / Rebate   | Difference |            |  |
|----------------|------------|------------|------------|------------|--|
| Tax nead       | FY 2017-18 | FY 2016-17 | Absolute   | Growth (%) |  |
| Direct taxes   | 69,461     | 49,975     | 19,486     | 39.0       |  |
| Sales Tax      | 70,504     | 25,866     | 44,638     | 172.6      |  |
| Federal Excise | 6          | 2          | 4          | 200.0      |  |
| Customs Duty   | 14,751     | 11,095     | 3,656      | 33.0       |  |
| Total          | 154,722    | 86,938     | 67,784     | 78.0       |  |

Analysis of Head-wise Revenue Collection: FY 2017-18

#### Direct Taxes:

Direct taxes have contributed 40% to the total tax collected during FY 2017-18. Net collection stood at Rs. 1,536.6 billion reflecting a growth of 14.3% over the last year. An amount of Rs. 69.5 billion has been paid back as refund to the claimants in FY 2017-18 as against Rs. 50 billion during FY 2016-17. The collection of income tax comprises of withholding taxes (WHT), Advance Tax / Payments with Returns and collection on demand (COD).

#### Analysis of Components of Income Tax

Collection on Demand (CoD): This part of the collection carries great importance as it reflects departmental efforts in revenue collection. The collection from arrear demand and current demand has been Rs. 17.7 billion and Rs.85.1 billion respectively during FY 2017-18 (Table 6). The collection from current demand has grown by more than 17% showing vigorous departmental efforts.

Table 5: Collection on Demand (CoD) FY 2017-18

(Rs. Million)

| Heads                   | FY 2017-18 | FY 2016-17 | Growth (%) |
|-------------------------|------------|------------|------------|
| Arrear                  | 17,693     | 19,937     | -11.3      |
| U/s 146(B) (TASIS 2008) | 82         | 164        | -50.0      |
| Current                 | 85,130     | 72,718     | 17.1       |
| Total CoD               | 102,905    | 92,819     | 10.9       |

Advance Tax / Payments with Returns: This component includes payments with returns and advances. In this head an amount of Rs 467.0 billion has been collected during FY 2017-18 as compared to Rs 370.5 billion in the FY 2016-17. Major component of this mode of payment is the Advance Tax where a sum of Rs 335.8 billion has been collected against Rs. 325.1 billion in FY 2016-17 registering a growth of 3.3% (Table 6). The second component is payment with returns, which has shown a healthy growth of 189.1% during the period under review.

Table 6: Advance Tax / Payments with Returns: A Comparison FY 2017-18 Vs. FY 2016-17

(Rs .Million)

| Heads        | FY 2017-18 | FY 2016-17 | Growth (%) |
|--------------|------------|------------|------------|
| With Returns | 131,216    | 45,394     | 189.1      |
| Advance Tax  | 335,791    | 325,112    | 3.3        |
| Total        | 467,007    | 370,506    | 26.0       |

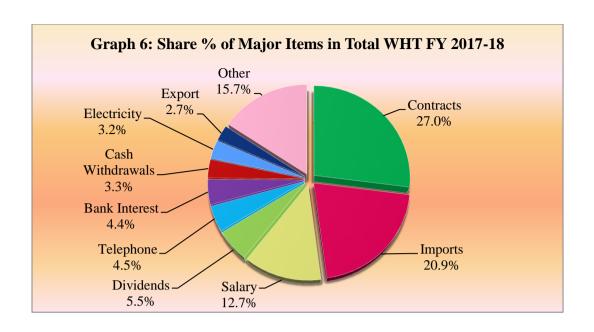
Withholding Taxes (WHT): WHT contributes a major chunk i.e. 69.4% to the total collection of income tax. The WHT collection during FY 2017-18 has been Rs. 1047 billion against Rs. 944 billion indicating a growth of around 10.9% (Table 7). The nine major components of withholding taxes that contributed around 84.3% to the total WHT collection are: contracts, imports, salary, dividends, telephone, bank interest, cash withdrawal, electricity and exports. As far as growth is concerned, collection from electricity grew by around 30.9%, salary (19.9%), dividends (16.9%), export (16.6%), imports (11.0%), cash withdrawal (11.0%), contracts (9.0%), bank interest (7.2%) and telephone (-8.5%).

Table 7: Collection from Major Revenue Spinners of Withholding Taxes FY 2017-18 Vs FY 2016-17

(Rs. Million)

| Collection Heads          | FY 2017-18 | FY 2016-17 | Difference<br>(Absolute) | Growth (%) |
|---------------------------|------------|------------|--------------------------|------------|
| Contracts                 | 282,899    | 259,539    | 23,360                   | 9.0        |
| Imports                   | 218,691    | 197,041    | 21,650                   | 11.0       |
| Salary                    | 133,362    | 111,188    | 22,174                   | 19.9       |
| Dividends                 | 57,847     | 49,489     | 8,358                    | 16.9       |
| Telephone                 | 47,382     | 51,773     | -4,391                   | -8.5       |
| Bank Interest             | 45,646     | 42,595     | 3,051                    | 7.2        |
| Cash Withdrawals          | 34,356     | 30,944     | 3,412                    | 11.0       |
| Electricity               | 33,832     | 25,840     | 7,992                    | 30.9       |
| Export                    | 28,279     | 24,252     | 4,027                    | 16.6       |
| Sub-Total (9 major items) | 882,294    | 792,661    | 89,633                   | 11.3       |
| Share in Total WHT (%)    | 84.3       | 84.0       |                          |            |

The highest contributor in withholding taxes is contracts with 27.0% share, followed by imports (20.9%) and salary (12.7%). Further break-up reveals that the share of only two heads of WHT i.e. contract and imports is around 48% and further addition of withholding tax on salary raises the share of these three items to more than 60% of the total withholding taxes, showing high reliance on few heads. More diversification in WHT is needed which is possible through finding out new avenues.



#### Sales Tax:

During FY 2017-18, sales tax remains second top revenue generating sources of federal taxes receipts after direct taxes. It constitutes around 39% of the total net revenue collection. Collection during FY 2017-18 has been around Rs. 1,485 billion against around Rs. 1,329 billion in the PFY. Overall sales tax collection grew by 11.8% and around Rs. 156 billion of additional amount has been collected during FY 2017-18 as compared to the collection of previous year. The revenue target of sales tax has been met to the extent of around 96% of the assigned target of Rs. 1,547 billion for FY 2017-18.

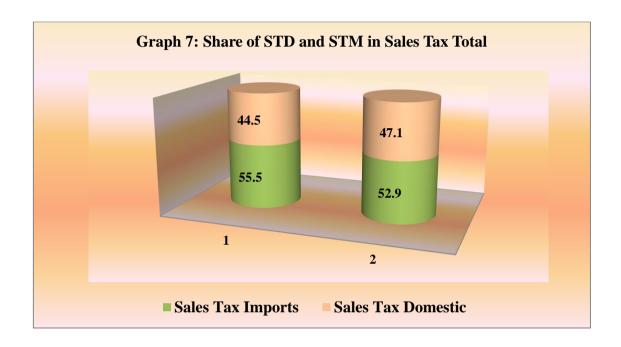
Domestic sales tax collection grew by 5.5%, whereas collection of sales tax on imports increased by 17.3%. Details of collection of these two components are shown in Table 8.

Table 8: Collection of Sales Taxes FY 2017-18 Vs. FY 2016-17

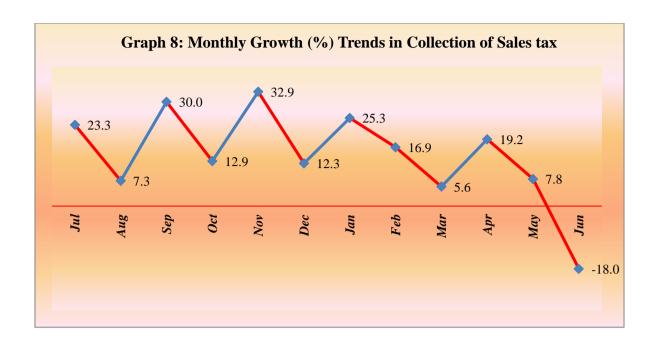
(Rs. Million)

| Tax-Head           | Net Co     | llection            | Growth  |      |  |
|--------------------|------------|---------------------|---------|------|--|
| тах-пеац           | FY 2017-18 | FY 2016-17 Absolute |         | %    |  |
| Sales Tax Imports  | 824,219    | 702,565             | 121,654 | 17.3 |  |
| Sales Tax Domestic | 661,087    | 626,400             | 34,687  | 5.5  |  |
| Sales Tax (Total)  | 1,485,306  | 1,328,965           | 156,341 | 11.8 |  |

Within sales tax, the share of sales tax on imports is around 55.5% and that of domestic sales tax is around 44.5% during 2017-18 (Graph 7). This composition is changing and the share of STM is slowly rising as compared to sales tax domestic during last couple of years. The declining share of STD is not a good omen for revenue mobilization efforts. Therefore, the concerned wing needs to review the causes and take necessary measures to enhance STD revenue.



The sales tax monthly growth trend remained highly volatile, on the one hand in the months of July, September, November, January and April the growth was 23.3%, 30.0%, 32.9%, 25.3% and 19.2% respectively. On the other hand a very low growth was recorded in August (7.3%), March (5.6%), May (7.8%) and June (-18) (Graph 8). In the month of June 2018 in absolute terms the collection was lower by Rs. 32 billion as compared to June 2017. Negative growth to the tune of 18% in the month of June is highly unexpected collection trend. Further bifurcation indicates that the sales tax domestic has performed more poorly as compared to sales tax imports. The collection of sales tax domestic recorded 44% negative growth in June 2018. However, the growth of sales tax imports in the month of June 2018 was 20.6%, which was satisfactory.



*Sales Tax Domestic Collection:* The overall net collection of Sales Tax Domestic (STD) was Rs. 661.1 billion against Rs. 626.4 billion in the PFY and the net collection grew by 5.5%. In absolute terms Rs. 34.7 billion additional amount of revenue has been collected in FY 2017-18 as compared to PFY.

*Major Revenue Spinners of STD:* The collection of sales tax domestic is concentrated in few commodities. The major commodities are petroleum products, electrical energy, withholding agent, cement, cigarettes, natural gas, sugar, aerated water/beverages food products iron & steel products, which shared around 68% of sales tax domestic revenue. The detail of major ten items has been shown in Table 10.

The collection from POL products, the top revenue generating source, with 36.1% share, grew by 25.3% during FY 2017-18. The collection from withholding agents, cigarettes, natural gas, sugar, aerated water/beverages food products iron & steel products recorded a growth of 10.5%, 16.9%, 73.7% and 21.0% respectively during the period under review. On the other hand negative growth was recorded in electrical energy, cement, sugar, aerated water & beverages and food products.

Table 9: Net Collection of GST (Domestic) from Major Revenue Spinners FY 2017-18 Vs. FY 2016-17

(Rs Million)

|                         | N          | et Collection | Share (%)  |            |            |
|-------------------------|------------|---------------|------------|------------|------------|
| Commodities/Items       | FY 2017-18 | FY 2016-17    | Growth (%) | FY 2017-18 | FY 2016-17 |
| POL Products            | 283,034    | 225,826       | 25.3       | 42.8       | 36.1       |
| Electrical Energy       | 45,277     | 45,701        | -0.9       | 6.8        | 7.3        |
| Withholding agents      | 26,009     | 23,541        | 10.5       | 3.9        | 3.8        |
| Cement                  | 24,098     | 29,730        | -18.9      | 3.6        | 4.7        |
| Cigarettes              | 20,527     | 17,562        | 16.9       | 3.1        | 2.8        |
| Natural Gas             | 20,316     | 11,698        | 73.7       | 3.1        | 1.9        |
| Sugar                   | 19,871     | 23,449        | -15.3      | 3.0        | 3.7        |
| Aerated Waters/Beverage | 17,653     | 18,682        | -5.5       | 2.7        | 3.0        |
| Food Products           | 15,190     | 15,584        | -2.5       | 2.3        | 2.5        |
| Iron & Steel Products   | 14,935     | 12,348        | 21.0       | 2.3        | 2.0        |
| Major Ten Commodities   | 486,910    | 424,121       | 14.8       | 73.7       | 67.7       |
| Other                   | 174,177    | 202,279       | -13.9      | 26.3       | 32.3       |
| All Commodities         | 661,087    | 626,400       | 5.5        | 100.0      | 100.0      |

*Sales Tax at Import Stage:* Sales tax on imports is a significant component of federal tax receipts. The share of STM in total sales tax net collection has reached to around 55.5%. The net collection of STM during FY 2017-18 stood at Rs. 824.2 billion against Rs. 702.6 billion in FY 2016-17, registering a growth of 17.3%. The growth in STM collection is attributable to heavy growth in the import value during FY 2017-18.

Top 10 commodities of sales tax import have contributed the major chunk i.e. 79.2% in STM collection (Table 11). The detailed data indicates that around 56.8% of STM is contributed by POL products (Ch: 27), machinery (Ch: 84 & 85), iron & steel (Ch: 72) and vehicles(Ch: 87). Like sales tax (domestic), petroleum is the leading source of sales tax collection at import stage as well. Its share in collection from sales tax imports is around 32.1%. During FY 2017-

18, collection from POL products was Rs.264 billion against Rs. 212 billion during FY 2016-17 reflecting a growth of around 25%.

The collection from organic chemicals grew significantly by 31.2%. The collection from plastic resins, vehicles, POL products, iron & steel, oil seeds, edible oil, tea & coffee, machinery & mechanical appliances and electrical machinery exhibited growth in the collection of sales tax driven by growths in their respective value of imports. The top ten major revenue spinners for sales tax imports during FY 2017-18 and FY 2016-17 have been shown in Table 10 below:

Table 10: Major Revenue Spinners (Sales Tax Imports)
FY 2017-18 Vs. FY 2016-17

(Rs. in Million)

|    |   |            | Collection |            |            | Share (%)  |  |
|----|---|------------|------------|------------|------------|------------|--|
| Ch | Commodities                             | FY 2017-18 | FY 2016-17 | Growth (%) | FY 2017-18 | FY 2016-17 |  |
| 27 | POL Products                            | 264,209    | 211,959    | 24.7       | 32.1       | 30.2       |  |
| 84 | Machinery &<br>Mechanical Appliances    | 68,631     | 62,869     | 9.2        | 8.3        | 8.9        |  |
| 72 | Iron and Steel                          | 68,313     | 55,310     | 23.5       | 8.3        | 7.9        |  |
| 87 | Vehicles (Non-Railway)                  | 66,751     | 53,139     | 25.6       | 8.1        | 7.6        |  |
| 85 | Electrical Machinery                    | 51,737     | 49,993     | 3.5        | 6.3        | 7.1        |  |
| 39 | Plastic Resins etc.                     | 45,147     | 35,577     | 26.9       | 5.5        | 5.1        |  |
| 15 | Edible Oil                              | 40,976     | 34,876     | 17.5       | 5.0        | 5.0        |  |
| 29 | Organic Chemicals                       | 17,554     | 13,376     | 31.2       | 2.1        | 1.9        |  |
| 12 | Oil Seeds and<br>Oleaginous Fruit; Misc | 16,107     | 13,255     | 21.5       | 2.0        | 1.9        |  |
| 9  | Tea & Coffee                            | 13,289     | 12,080     | 10.0       | 1.6        | 1.7        |  |
|    | Sub Total                               | 652,714    | 542,434    | 20.3       | 79.2       | 77.2       |  |
|    | Others                                  | 171,619    | 160,296    | 7.1        | 20.8       | 22.8       |  |
|    | Gross                                   | 824,333    | 702,730    | 17.3       | 100.0      | 100.0      |  |
|    | Refund/Rebate                           | 114        | 165        | -30.9      |            |            |  |
|    | Net                                     | 824,219    | 702,565    | 17.3       |            |            |  |

#### Customs Duty

Customs duty constitutes around 26.4% and 15.8% of the indirect taxes and federal taxes respectively. The share of customs duties in FBR collection is gradually increasing. The net collection from customs duty during FY 2017-18 has been Rs 608.4 billion indicating growth of 22.5%. The healthy growth in customs collection has helped the overall FBR revenues positively.

# Customs Duty from Major Revenue Spinners

It is evident from Table 11 that around 59% of customs duty has emanated from 10 major commodities grouped in PCT Chapters. It is encouraging that all these major revenue spinners have exhibited positive growth in the collection.

Vehicles (Non-Railway) (Ch: 87) the leading revenue spinner, has contributed 15.6% to the customs duty during July-June: 2016-17 and recorded a robust growth of 24.0%.

The POL products are the second major contributors of customs duty. The collection of Plastic Resins has exhibited a massive growth of 59.6%. The collection of customs from POL (Ch: 27) has exhibited a growth of 16.0% during 2017-18. Iron & Steel (Ch: 72) has been the third major revenue source of customs during July-June 2017-18. A massive growth of 24.7% was manifested by customs duty in iron & steel. This implies that tariff rationalization of iron and steel has played pivotal role in the increased collection of customs duties.

Similarly, the collection from Machinery & Mechanical Appliances (Ch: 84) has also increased revenue significantly i.e. by 9.4%. The Electrical Machinery (Ch: 85) is the 5th major source of customs duty. The collection of customs duty from Electrical Machinery has grown by 18.5% as compared to FY 2016-17 figures.

The collection of customs duty from Edible Oil (Ch: 15) has increased by 13.1%. Edible oil is mainly subjected to specific rate of customs duty. On the other hand, ceramic products (Ch: 69) recorded positive growth by 27.9% while dutiable. The collection from plastic resins

(Ch: 39) has also increased significantly by 59.2%. Moreover, the collection from Articles of Iron & Steel (Ch: 73) has recorded a nominal growth of 1.8%.

Table 11 : Major Revenue Spinners of Customs Duties FY 2017-18 Vs. FY 2016-17

(Rs Million)

| Ch | D                                 | Colle                             | ction   | Growth | Shar       | e (%)      |
|----|-----------------------------------|-----------------------------------|---------|--------|------------|------------|
| Ch | Description                       | Description FY 2017-18 FY 2016-17 |         | (%)    | FY 2017-18 | FY 2016-17 |
| 87 | Vehicles (Non-Railway)            | 97,094                            | 78,313  | 24.0   | 15.6       | 15.4       |
| 27 | POL Products                      | 70,650                            | 60,921  | 16.0   | 11.3       | 12.0       |
| 72 | Iron & Steel                      | 41,442                            | 33,228  | 24.7   | 6.7        | 6.5        |
| 84 | Machinery & Mechanical Appliances | 38,985                            | 35,628  | 9.4    | 6.3        | 7.0        |
| 85 | Electrical Machinery              | 30,931                            | 26,093  | 18.5   | 5.0        | 5.1        |
| 15 | Edible Oil                        | 28,205                            | 24,944  | 13.1   | 4.5        | 4.9        |
| 69 | Ceramic Products                  | 21,793                            | 17,042  | 27.9   | 3.5        | 3.4        |
| 39 | Plastic Resins etc                | 12,188                            | 7,656   | 59.2   | 2.0        | 1.5        |
| 73 | Articles of Iron & Steel          | 11,824                            | 11,613  | 1.8    | 1.9        | 2.3        |
| 48 | Paper & Paperboards               | 11,738                            | 9,591   | 22.4   | 1.9        | 1.9        |
|    | Sub Total                         | 364,850                           | 305,029 | 19.6   | 58.6       | 60.1       |
|    | Other                             | 258,274                           | 202,838 | 27.3   | 41.4       | 39.9       |
|    | Gross                             | 623,124                           | 507,867 | 22.7   | 100.0      | 100.0      |
|    | Refund/Rebate                     | 14,751                            | 11,095  | 33.0   |            |            |
|    | Net                               | 608,373                           | 496,772 | 22.5   |            |            |

#### Federal Excise Duty (FED)

FED constitutes 9.3% of indirect taxes and 5.6% of the federal taxes collected by FBR. Collection from federal excise duties has registered a growth of just 7.9% during 2017-18 as compared to the collection of last year. Net FED collection stood at Rs. 213.5 billion in FY 2017-18 against Rs. 197.9 billion FED collected during the last year.

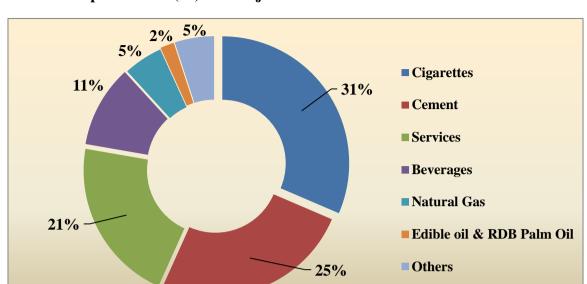
Monthly and quarterly growth trend in FED collection remained inconsistent. In the months of July, August and September, the growth was excellent, however, in the next three months, the growth became negative. Similarly, in the third quarter collection improved significantly but again fell in the last quarter (Table 12).

Table 12: Month-wise Comparative FED Collection FY 2017-18 Vs. FY 2016-17

(Rs. Million)

| Months    | FY 2017-18 | FY 2016-17  | Diffe    | rence      |
|-----------|------------|-------------|----------|------------|
| Months    | FY 2017-18 | F Y 2010-17 | Absolute | Percentage |
| July      | 8,361      | 6,110       | 2,251    | 36.8       |
| August    | 12,064     | 9,455       | 2,609    | 27.6       |
| September | 18,387     | 15,492      | 2,895    | 18.7       |
| Quarter-1 | 38,812     | 31,057      | 7,755    | 25.0       |
| October   | 13,494     | 15,414      | -1,920   | -12.5      |
| November  | 15,889     | 16,680      | -791     | -4.7       |
| December  | 21,892     | 22,274      | -382     | -1.7       |
| Quarter-2 | 51,275     | 54,368      | -3,093   | -5.7       |
| January   | 13,498     | 10,419      | 3,079    | 29.6       |
| February  | 17,565     | 12,463      | 5,102    | 40.9       |
| March     | 23,131     | 18,846      | 4,285    | 22.7       |
| Quarter-3 | 54,194     | 41,728      | 12,466   | 29.9       |
| April     | 19,081     | 16,876      | 2,205    | 13.1       |
| May       | 19,770     | 24,996      | -5,226   | -20.9      |
| June      | 30,361     | 28,886      | 1,475    | 5.1        |
| Quarter-4 | 69,212     | 70,758      | -1,546   | -2.2       |
| Total     | 213,493    | 197,911     | 15,582   | 7.9        |

More than 95% collection of FED is realized from 6 major items. The cigarette is on top with around 31% share, followed by cement 25%, services 21%, beverages around 11%, natural gas 5% and edible oil 2%.



Graph 9: Share (%) of 6 Major items in FED Collection FY 2017-18

The performance of cigarettes, services, beverages and natural gas has not been satisfactory. On the other hand collection from cement and edible oil grew by 46.6 and 45.7% during FY 2017-18 respectively.

Table 13: FED Collection from Major Commodities FY: 2017-18 and FY: 2016-17

(Rs Million)

| S No. | Commodities               | FY 2017-18 | FY 2016-17 | Growth (%) |
|-------|---------------------------|------------|------------|------------|
| 1     | Cigarettes & Tobacco      | 67,139     | 66,324     | 1.2        |
| 2     | Cement                    | 53,961     | 36,820     | 46.6       |
| 3     | Services                  | 44,860     | 46,971     | -4.5       |
| 4     | Beverages & Concentrates  | 22,349     | 22,457     | -0.5       |
| 5     | Natural Gas               | 10,660     | 11,295     | -5.6       |
| 6     | Edible oil & RDB Palm Oil | 3,808      | 2,613      | 45.7       |
|       | Sub Total                 | 202,777    | 186,480    | 8.7        |
|       | Others                    | 10,722     | 11,433     | -6.2       |
|       | Gross                     | 213,499    | 197,913    | 7.9        |
|       | Refund                    | 6          | 2          | 200.0      |
|       | Net                       | 213,493    | 197,911    | 7.9        |

# FBR's Revenue Targets FY: 2018-19

Revenue target for FY 2018-19 has been fixed at Rs. 4,435 billion. Required growth is 15.4% over the collection of Rs. 3,843.8 billion during FY 2017-18 (Table 15). In absolute terms, Rs. 591.2 billion additional amount needs to be collected in FY 2018-19 to meet the target.

Table 14: Revenue Target 2018-19

(Rs. Billion)

| Revenue Target FY 2018-19 | Collection<br>FY 2017-18 | Required Growth (%) |
|---------------------------|--------------------------|---------------------|
| 4,435.0                   | 3,843.8                  | 15.4                |

# II. TAXATION ON TRANSPORT SECTOR OF PAKISTAN; A CRITICAL ANALYSIS ON TAX NET AND TAX GAPS<sup>1</sup>

By Saqib Mahmood 2 Hafiz Muhammad Mohsin Ikram 3

#### **ABSTRACT**

The article investigates the gaps in taxation on transport sector. Being one of the emerging industries all over the world, with its innovations and technological advancements, the industry has huge potential of tax revenues. However, such potential has not been explored completely yet in Pakistan. The enquiry has been conducted to find out the possible reasons behind the low tax collections. The tax gaps have been identified through simple mathematical calculations using the secondary data obtained from different reliable Government organizations. The outcomes of investigation shows that such tax gaps are due to registration anomaly with authorities like Federal Board of Revenue (FBR), Securities and Exchange Commission of Pakistan (SECP) and Pakistan Revenue Automation Limited (PRAL), in addition to the non-functionality of many of the companies due to certain reasons.

**Key Words**: Tax Revenues, Tax Gaps, Registration Abnormality.

#### INTRODUCTION

Transportation is vital to a nation's economy. It is basically the movement of people and goods from one location to another. History reveals that the economic wealth and military power of a people or a nation have been closely related to efficient modes of transportation. Transportation systems and the routes have greatly influenced both how and where people live. Reliable transportation allows a population to expand throughout a country's territory and to live comfortably in remote areas far from factories and farms. The growth and expansion of the country are directly proportional to the means of transportation

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available in that country. The transportation industry is the one of the largest industry in the world. It includes the manufacture and distribution of vehicles, the production and distribution of fuel, and the provision of transportation services. In the 1990s, approximately 11 percent of the U.S. gross domestic product and an estimated 10 percent of all jobs in the United States were related to the transportation industry (www.123helpme.com, 2017).

#### **Growth of Transport Sector in 2015**

According to (GOP, 2015-16), air transport maintained growth in double digit and recorded at 10.05 percent against 20.94 percent last year. Similarly road transport and storage grew at 2.75 percent and 4.58 percent against the growth of 4.59 percent and 2.44 percent last year, respectively.

#### BACKGROUND

#### **History of Public and Private Transport in Pakistan**

If we look back towards the evolution of transport sector in Pakistan, we come across a number of policy and administrative initiatives taken by Federal and Provincial Governments that changed the overall look of the transport sector and caused it to be where it stands now. Some major initiatives taken towards the transition of transport sector in the past are discussed below:

#### **National Conservation Strategy (1992)**

The National Conservation Strategy (NCS) was the first complete plan to provide a basic structure for tackling the explicit ecological apprehension of Pakistan designed by the Government of Pakistan (GOP, 1992). The strategy recognized the various ecological consequences of use of modern transport means, and main focus was on energy and air pollution problems. While the role of public transport in reducing the impact on the environment were acknowledged, at the same time, fuel efficient cars were encouraged by providing incentives in the form of tax and customs duty relief.

#### **Transport Sector Development Initiative (1999)**

The Transport Sector Development Initiative (TSDI) was a shared effort between the Government of Pakistan, World Bank and the private sector to build up a widespread transportation policy (TSDI, 2001). The TSDI initiatives were heavily outlined by an observation that privatization of public transport may prove more efficient and cost effective.

It is eminent that the stress on privatization can be seen in all transport documents prepared with the association of international institutions. These policies and recommendations were later replicated by the National Transport Research Centre's transport policy in 2001.

#### **Public Transport Policies in 2000s**

In 2000s, the Federal Planning Commission developed a draft Transport Policy (GOP, 2000). This document also suggested that bus-based public transport system would be the transport solution for urban cities in Pakistan. This policy was the first to recommend reserving special bus lanes at grade-separated road infrastructure.

The Ten Year Medium Term Development Framework (MTDF) was prepared by the Planning Commission to be put into practice between 2001 and 2011. The MTDF stated that the "development of an efficient public transport system primarily based on buses needs to be linked to mass transit systems, with light rail as an option" (GOP, 2005). The latest endeavor to devise a National Transport Policy was started at the end of 2003, through procedural aid from the Asian Development Bank (ADB & GOP, 2003).

In 2005, the Government of the Punjab, Transport Department, engaged international consultants named MVA Asia Ltd to devise a mass transit system (GOP, 2006). The study recommended a rail-based four-line network labeled the Lahore Rapid Mass Transit System (LRMTS). This rail system was anticipated on the conjecture that air-conditioned franchised buses introduced in the past became successful due to the increase in the living standard of the growing population. Consequently, there was an increased willingness in people to pay for a better service.

In 2005, the Government of Punjab planned a Medium Term Development Framework to be executed in 2006 to 2009. Under this agenda, urban development strategy objective covers the establishment of an Urban Commission for preparing a widespread urban strategy. It was planned that a Provincial Urban Transport Policy (PUTP) would be developed to channelize the upcoming widespread Urban Transport Strategy for Lahore (Imran, 2009).

This historical examination demonstrates that a number of policy papers were shaped at the national, provincial, and local levels that deal with public transport indirectly or directly in Pakistan. These strategy documents always stressed the need for the development of public transport in Pakistan (Imran, 2009).

#### LITERATURE REVIEW

During the past four to five decades, there has been a considerable amount of studies conducted on taxation on transport sector at governmental levels as well as institutional levels. It has been understood that such industry requires to be taxed at its heavy revenues so that the revenue obtained from the industry through tax can be utilized in its growth, as increase in the income tax collection also depends on the growth of the industry whether it is transport industry / sector or any other industry / sector. Research shows that the improvement in transport of the country results in improved tax collection from it (Venables, 2004). In many countries of Europe, CO<sub>2</sub> emissions have become the leading basis of assessment for car taxes (Kalinowska, Keser, & Kunert, 2009). Transport Supply in the twenty-first century is, in both physical and financial terms, a major global industry, an employer of large numbers of people, the consumer of vast amount of raw material, and it takes up a lot of personal time in its use (Galbraith, 2010). Study reveals that in California, there is a Private Railroad Taxation Law which gives directions and procedures to streamline the taxation procedures to be levied on railroad cargos and passenger transit trains (Gau, 2017).

The question is how such improvements can be done in a country like Pakistan where there is a mixed topography of mountainous land, rivers and vast plains spread over all of the country which needs efficient transport system to connect these areas to each other. Such system will include road system, aerial route system, railway system and maritime transport system. Different organizations are playing their due role for building most feasible and efficient infrastructure network including expressways, National Highways Authority, Pakistan Railways and Pakistan International Airlines etc. But due to their hundred percent controls in Government hands, the innovations and development is very slow. Such transport system has lot of tax gaps which need to be addressed critically so as to fulfill those gaps to bring the sector into the tax net efficiently.

#### **Transport Figures Related to Pakistan**

Pakistan has total length of roads at around 263,356 kilometers, out of which Punjab consists of 107,718, Sindh 81,624, Khyber Pakhtunkhwa 42,945, Baluchistan 29,490 GB & AJK 1,579 kms respectively (GOP, 2015-16). Around 16 million vehicles are using these roads daily. Out of these 16 million vehicles, around 1.35 million vehicles are transport

vehicles. These vehicles are either associated with some travel agency or they are being managed by individuals as public transport or private cabs. Following table shows average number of vehicles using the roads daily from year 2011-12 to 2015-16.

Table 1: Total number of Road Vehicles registered in Pakistan

|         | MOTOR VEHICLES ON ROAD-LCV+HCV |                   |       |        |         |                  |       |        |                |        |        |
|---------|--------------------------------|-------------------|-------|--------|---------|------------------|-------|--------|----------------|--------|--------|
|         |                                |                   |       |        | (In 000 | Nos.)            |       |        |                |        |        |
| Year    | M.<br>Cab/<br>Taxi             | Motor<br>Rickshaw | D.Van | Pickup | Jeep    | Station<br>Wagon | Buses | Trucks | Oil<br>Tankers | Others | Total  |
| 2011-12 | 158.7                          | 102.4             | 176.6 | 141.3  | 78.6    | 178.3            | 129.2 | 212.3  | 10.6           | 51.7   | 1239.7 |
| 2012-13 | 160.7                          | 120.5             | 180   | 150.2  | 78.7    | 180.1            | 130.2 | 220.5  | 10.8           | 62.0   | 1293.7 |
| 2013-14 | 168.8                          | 108               | 181   | 150    | 60      | 185              | 140   | 240    | 11             | 66.6   | 1310.4 |
| 2014-15 | 178                            | 112               | 190   | 158    | 64      | 191              | 148   | 252    | 11             | 69.6   | 1373.6 |
| 2015-16 | 186.5                          | 118.1             | 191.4 | 166.3  | 54.2    | 192              | 150.6 | 263.8  | 12.1           | 77.4   | 1412.4 |
| Total   | 852.7                          | 561               | 919   | 765.8  | 335.5   | 926.4            | 698   | 1188.6 | 55.5           | 327.3  | _      |

Source: Ministry of Communication (NTRC)

It should be noted that the number of vehicle registrations are showing an increasing trend. This trend has resulted in expansion of transport sector.

#### TAXATION ON TRANSPORT SECTOR IN PAKISTAN

As mentioned earlier, transport sector is one of the main economy accelerators; therefore, there is a dire need to set the standards to upgrade it from time to time. In this way government can make it a big source of revenues. Income tax Ordinance, 2001 with collaboration of different versions of Finance Act provides the basis for taxable treatment and framework for transport vehicles and its categories, which are changed now and again depending upon the policy changes for the transport sector. The detail of such basis is given as under:

#### 1. Tax on Goods Transport Vehicles

According to Income Tax ordinance, 2001 – Section 234 Sub Section (1), the rates of collection of tax for goods transport vehicles is as follows:

**Table 2: Tax on Goods Transport Vehicles** 

| S | S. No. | Taxpayer's Status | per kilogram of the laden weight |
|---|--------|-------------------|----------------------------------|
|   | (a)    | Filer             | Rs. 2.50                         |
|   | (b)    | Non Filer         | Rs. 4.00                         |

Source: Income Tax ordinance, 2001 (updated upto 30.06.2017)

The above mentioned treatment was replaced by Finance Act, 2015 and the new treatment of five rupees per kilogram of the laden weight (without exception of filer and non filer) has been introduced. Sub section (1A) further clarifies that in the case of goods transport vehicles with laden weight of 8,120 kilograms or more, advance tax after a period of ten years from the date of first registration of vehicle in Pakistan shall be collected at the rate of twelve hundred rupees per annum.

#### 2. Tax on Passengers Transport Vehicles Paying For Hire

Income Tax ordinance, 2001 – Section 234 Sub Section (2) deals with the tax on passenger transport vehicles paying for hire. In the case of passenger transport vehicles plying for hire with registered seating capacity of four or more persons but less than ten persons, ten or more persons but less than twenty persons and twenty persons or more Rs. 25 Rs. 60 and Rs. 500 per seat per annum respectively has been set as standard for tax collection purpose. This classification is shown in the table given below with updated version as substituted by the Finance Act, 2015:

Table 3: Tax on Passengers Transport Vehicles Paying For Hire

| S. No. | Capacity  | per seat per annum |
|--------|---|--------------------|
| (a)    | Four or more persons but less than ten persons.   | Rs. 25             |
| (b)    | Ten or more persons but less than twenty persons. | Rs. 60             |
| (c)    | Twenty persons or more.                           | Rs. 500            |

Source: Income Tax ordinance, 2001 (updated upto 30.06.2017)

#### 3. Tax on Private Transport Vehicles

Tax treatment for private transport vehicles has been discussed in the sub section (3) of the Section 234 of Income Tax Ordinance, 2001. Following classification has been decided for private transport vehicles after substituting the amendments by the Finance Act, 2015 for discrimination between filer and non filer so that non filers are encouraged to file their returns.

**Table 4: Tax on Private Transport Vehicles** 

| S. No. | Engine capacity  | for filers | for non-filer |
|--------|------------------|------------|---------------|
| 1      | Up to 1000cc     | Rs. 1,000  | Rs. 1,000     |
| 2      | 1001cc to 1199cc | Rs. 1,800  | Rs. 3,000     |
| 3      | 1200cc to 1299cc | Rs. 2,000  | Rs. 4,000     |
| 4      | 1300cc to 1499cc | Rs. 3,000  | Rs. 6,000     |
| 5      | 1500cc to 1599cc | Rs. 4,000  | Rs. 9,000     |
| 6      | 1600cc to 1999cc | Rs. 6,000  | Rs. 12,000    |
| 7      | 2000cc and above | Rs. 12,000 | Rs. 24,000    |

Source: Income Tax ordinance, 2001 (updated upto 30.06.2017)

#### 4. Lump Sum Tax Payment / Life Time Token Money

The taxable treatment for lump sum payment or life time token payment by the transport vehicle owner has been described in the sub section (4) of Section 234 of Income Tax Ordinance, 2001, where following amended treatment has been introduced by the Finance Act, 2015:

**Table 5: Lump Sum Tax Payment / Life Time Token Money** 

| S. No. | Engine capacity  | Tax collection |
|--------|------------------|----------------|
| (a)    | Up to 1000cc     | Rs. 7,500      |
| (b)    | 1001cc to 1199cc | Rs. 12,500     |
| (c)    | 1200cc to 1299cc | Rs. 17,500     |
| (d)    | 1300cc to 1599cc | Rs. 30,000     |
| (e)    | 1600cc to 1999cc | Rs. 40,000     |
| (f)    | 2000cc and above | Rs. 80,000     |

Source: Income Tax ordinance, 2001 (updated upto 30.06.2017)

#### 5. Maximum Limit of Tax

In respect of old and used automotive vehicles specified in Notification No. S.R.O. 932(I)/2004, dated the 20th November, 2004, the tax under section 148 of the Income Tax Ordinance, 2001, shall not exceed the following amounts against their categories of vehicles:

**Table 6: Maximum Limit of Tax** 

| 1 4010 00 1/24/114/114/114/114/114/114/114/114/114 |   |                          |  |  |  |  |
|--|---|--------------------------|--|--|--|--|
| S. No.   | Vehicles meant for transport of persons | Income tax in Pak Rupees |  |  |  |  |
| 1  | Up to 800CC                             | Rs.29,852                |  |  |  |  |
| 2  | From 801CC to 1000CC                    | Rs.34,497                |  |  |  |  |
| 3  | From 1001CC to 1300CC                   | Rs.67,282                |  |  |  |  |
| 4  | From 1301CC to 1600CC                   | Rs.105,061               |  |  |  |  |
| 5  | From 1601CC to 1800CC                   | Rs.120,256               |  |  |  |  |

Source: Income Tax ordinance, 2001 (updated upto 30.06.2017)

#### CONTRIBUTION BY THE TRANSPORT SECTOR IN TAX

Transport sector being a vital contributor to tax revenues has shown growth at par with the growth in their parent heads over the last five years. The tax wise details of contribution by the transport sector are discussed below.

#### **Direct Tax:**

Income Tax has been the top contributor in the tax collection over the years. Within income tax, four heads of income tax, namely, goods transport vehicles, passenger transport vehicles, private motor cars (all dealt U/s 234 of Income Tax Ordinance) and transport services (U/s 153(1)(b)) mainly contribute in the transport sector. The tax collected under these heads over the last five years has been satisfactory and ever increasing. The details of these heads are given in the table below:

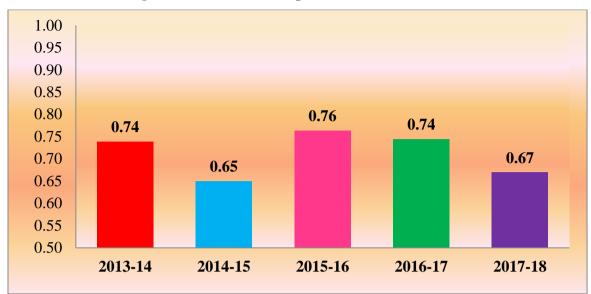
**Table 7: Taxation on Transport Sector in Direct Tax** 

(Rs. in Million)

| Heads of<br>Collection | U/s 234 (On<br>goods<br>transport<br>vehicles) | U/s 234 (On<br>passenger<br>transport<br>vehicles) | U/s 234<br>(On<br>private<br>motor<br>cars) | U/s<br>153(1)(b)<br>(On<br>Transport<br>Services) | Total    |
|------------------------|--|--|---|---|----------|
| 2013-14                | 1,796.4  | 1,281.2  | 3,281.2                                     | 122.3   | 6,481.1  |
| 2014-15                | 1,663.0  | 1,265.8  | 3,652.8                                     | 138.3   | 6,719.9  |
| 2015-16                | 3,735.3  | 1,917.6  | 3,304.0                                     | 334.4   | 9,291.3  |
| 2016-17                | 4,911.1  | 1,977.9  | 2,680.4                                     | 432.7   | 10,002.2 |
| 2017-18                | 4,847.0  | 1,966.0  | 3,050.6                                     | 422.5   | 10,286.1 |

Source: FBR Yearbooks

The share of taxes collected from transport sector within income tax, which was around has been around 0.6% to 0.8% throughout the years from 2013-14 to 2017-18 as shown in the following graph: -



**Figure 1: Share of Transport Sector in Direct Tax** 

Source: FBR Year Books

#### **Sales Tax:**

Within sales tax, two heads, namely assembling of motor vehicles and vehicles (others contributes in sales tax domestic. While, vehicles other than railway, aircraft, spacecraft, and parts and ships, boats and floating structures contributes towards tax collection under sales tax import. The details of tax collection from these commodities under both heads and their shares in total sales tax collection are given below:

**Table 8: Taxation on Transport Sector in Sales Tax (Domestic)** 

(Rs. in million)

| Commodities | Assembling Of<br>Motor Vehicles | Vehicles<br>(Others) | Total |
|-------------|---------------------------------|----------------------|-------|
| 2013-14     | 308.6                           | 159.3                | 467.9 |
| 2014-15     | 302.0                           | 185.0                | 486.9 |
| 2015-16     | 575.2                           | 348.8                | 924.1 |
| 2016-17     | 518.2                           | 407.5                | 925.6 |
| 2017-18     | 377.8                           | 449.6                | 827.4 |

Source: FBR Year Books

**Table 9: Taxation on Transport Sector in Sales Tax (Import)** 

(Rs. in million)

| Commodities | Vehicles<br>other than<br>railway (Ch<br>87) | Aircraft,<br>spacecraft, and<br>parts (Ch 88) | Ships, boats and<br>floating structures<br>(Ch 89) | Total    |
|-------------|--|---|--|----------|
| 2013-14     | 26,035.1                                     | 1,157.6                                       | 6,411.4  | 33,604.2 |
| 2014-15     | 34,258.3                                     | 926.3   | 8,089.9  | 43,274.6 |
| 2015-16     | 42,182.8                                     | 349.0   | 8,431.6  | 50,963.4 |
| 2016-17     | 53,139.0                                     | 926.4   | 179.2  | 54,244.5 |
| 2017-18     | 66,751.2                                     | 935.3   | 212.9  | 67,899.4 |

Source: FBR Year Books

5.00 4.80 4.6 4.60 4.40 4.2 4.20 4.0 4.0 4.00 3.80 3.60 3.4 3.40 3.20 3.00 2013-14 2014-15 2015-16 2016-17 2017-18

Figure 2: Share of Transport Sector in Sales Tax

Source: FBR Year Books

# **Federal Excise Duty (FED):**

Under the head of Federal Excise Duty, vehicle motors, Aviation Corporation on air tickets and international travel by air contributes to transport sector. The share of transport sector in FED, which was around 14.8% in 2013-14, has been increasing and reached to the

level of 22.1% in 2017-18. International travel by air has been the top source of tax in transport sector under FED. The details of figures of collection from the above mentioned heads of transport sector and their shares in overall FED are given below:

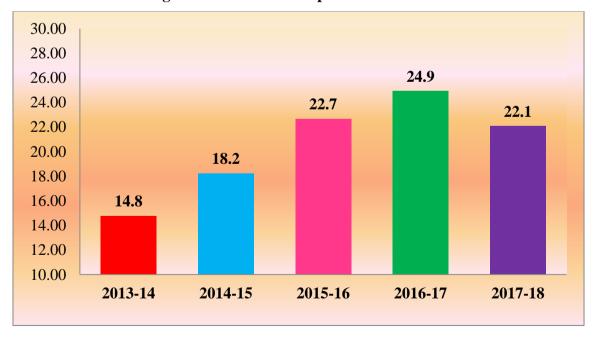
**Table 10: Taxation on Transport Sector in Federal Excise Duties** 

(Rs. Million)

| Commodities | Vehicles<br>Motors<br>(Import) | Aviation<br>Corporation<br>on Air Ticket | International<br>Travel By Air | Total    |
|-------------|--------------------------------|--|--------------------------------|----------|
| 2013-14     | 1,060.6                        | 590.5                                    | 18,750.8                       | 20,401.9 |
| 2014-15     | 1,695.9                        | 223.0                                    | 27,657.4                       | 29,576.3 |
| 2015-16     | 1,945.1                        | -  | 40,687.4                       | 42,632.5 |
| 2016-17     | 2,442.0                        | -  | 46,871.9                       | 49,313.9 |
| 2017-18     | 2,367.4                        | -  | 44,756.1                       | 47,123.5 |

Source: FBR Year Books

Figure 3: Share of Transport Sector in FED



Source: FBR Year Books

# **Customs Duty:**

In Customs duty, transport sector comprises of vehicles other than railway, aircraft, spacecraft and parts and ships boats and structures. Details of collections from these heads over the last five years and the share of transport sector in overall Customs Duty is given as under:

**Table 11: Taxation on Transport Sector in Customs Duty** 

(Rs in million)

| Name of<br>Commodity | Vehicles other than<br>railway (Ch 87) | Aircraft,<br>spacecraft, and<br>parts (Ch 88) | Ships, boats and<br>floating<br>structures (Ch 89) | Total     |
|----------------------|--|---|--|-----------|
| 2013-14              | 36,314.4                               | 36.1  | 43.3   | 36,393.9  |
| 2014-15              | 49,408.9                               | 283.2   | 762.5  | 50,454.6  |
| 2015-16              | 61,946.6                               | 895.9   | 2,928.0  | 65,770.6  |
| 2016-17              | 78,313.0                               | 1,609.1                                       | 1,706.7  | 81,628.7  |
| 2017-18              | 97,094.3                               | 1,540.6                                       | 2,802.5  | 101,437.5 |

Source: FBR Year Books

17.00 16.7 16.5 16.4 16.50 16.3 16.00 15.50 15.0 15.00 14.50 14.00 2013-14 2014-15 2015-16 2016-17 2017-18

**Figure 4: Share of Transport Sector in Customs Duty** 

Source: FBR Year Books

# TAX GAPS ON INCOME, SALES AND EXCISE STAGE

According to Securities and Exchange Commission of Pakistan (SECP), there are almost 1600 companies registered under the head of Transport & Allied Companies. These companies include service providers, importers, manufacturers and other related types of businesses. They are enjoying all the rights of a legally registered company and having business in various cities including cargos and shipping outside the country through airways. If their registration is verified from Federal Board of Revenue, one would be amazed that only 1200 of such companies are registered with FBR in the head of income tax, sales tax and federal excise duty payers. Out of These 1200 companies, only about 780 companies are paying taxes in the given heads. Their annual payments for the year 2015-16 are given in the table below:

Table 12: Description of projection of revenues with full efficiency of collection

| Description                               | Income Tax<br>(Rs. In mln) | Sales Tax<br>(Rs. In mln) | Federal Excise<br>(Rs. In mln) |
|---|----------------------------|---------------------------|--------------------------------|
| 780 companies' tax payments               | 24,607.9                   | 4,123.3                   | 38,185.2                       |
| Average of One company's tax payments     | 31.5                       | 5.2                       | 48.9                           |
| remaining 820 companies' tax payments     | 25,869.9                   | 4,334.8                   | 40,143.4                       |
| Projection for payments by 1600 companies | 50,477.8                   | 8,458.1                   | 78,328.7                       |

Source: PRAL, FBR

The above table clearly shows that about more than half of the payments can be collected in the three heads of taxes from the transport sector just by mandatory registering the companies properly with FBR and regularizing the tax collection from them.

#### REASONS FOR SHORTFALL IN THE SECTOR

The analysis shows that there are few considerable reasons due to which the estimated revenues cannot be collected and the sector output related to tax revenues always remains on the lower side. The structural factors, such as uneducated ownerships, lack of capital, undocumented dealings and shipments do not allow the transport companies to be registered.

Most of them avoid sales tax collection by issuing flying vouchers / receipts to facilitate their customers. Moreover, the exempted supplies, imports should also be taken into consideration towards low revenues. One of the main reasons could be that the companies that are not paying taxes had registered initially with FBR and PRAL, but due to economic instability, they quit business. In addition to that, there are many unregistered companies in the Pakistan Revenue Automation Limited (the source of data for income, sales and federal excise for FBR). A report was given by Sustainable Development Policy Institute (SDPI, 2013) to understand why people are hesitant to get them registered with FBR.

According to SDPI, there are following reasons for not registering with FBR.

- 1. Registration will hold back growth
- 2. Afraid of Intrusion
- 3. Compliance is costly
- 4. Lack understanding on tax matters

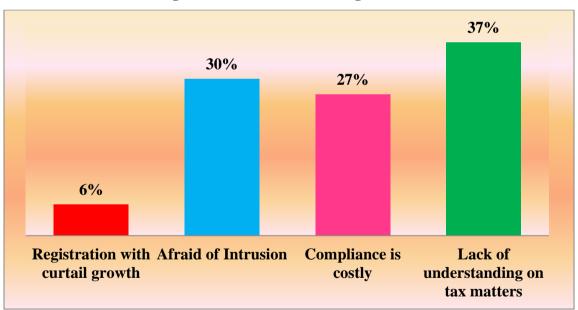


Figure 5: Reasons for non-registration

Source: SDPI, 2013

According to the statistics, 37% of the companies are not registered with FBR because their owners are not educated and hence, do not understand the tax matters. Whereas 30% say that they are afraid of interruption by Tax authorities. About 27% respondents think that compliance with Tax authorities is costly. Whereas 6% of the companies think that

registration with tax collection authorities will restrict their growth. Few of the transport companies could be involved in tax evasion by posting their falsified income statements. Improper record of taxes can also bring ambiguity.

### **DISCUSSION & RECOMMENDATIONS**

Reciprocity theory says that one of the effective methods of promoting tax morale is to promote through procedural justice, legitimacy, and identification (Kornhauser, 2006). The theory emphasizes on the structural reforms and efficient justification of tax implication on the individuals that satisfies them and gives them confidence in tax collection authorities. Compliance costs are non-governmental costs and cannot be separated from administrative costs of paying taxes as both together are responsible in making the taxation system. Another survey of Western Australia found that out of 288 respondents, 60 respondents said that compliance is too costly in terms of time and money, 34 respondents claimed that the GST system is complex (same is the case in Pakistan), 20 were of the view that exemptions make the GST system more complicated, whereas 14 have commented that the GST system has caused small businesses to close down (Rametse & Pope, 2002). The tax payers have to incur this compliance cost so as to enter the tax net. Such costs should be reduced in order to facilitate tax payers to enter the tax net. This would reduce their initial input cost thus refining their trust on tax authorities.

There is a need of mutual collaboration between the registration and collection authorities both on federal and provincial level in order to streamline the tax system on transport sector. It is to be assured that duty evasions are avoided such as bringing non-custom paid vehicles in tax net. The transactions should be made compulsory to be carried out electronically, by involving banks and e-payment systems for fairs and cargo payments. If such arrangements are not possible, proper vouching and receipts system should be introduced which would include built in sales tax collection.

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# III. STATISTICAL APPENDIX

Comparative Statements of

Month-to-Month and Progressive

Collection for the period FY 2017-18 & FY 2016-17

# Collection of Federal Taxes 2017-18 Vs. 2016-17

|              |     |           |            |           |           | =          | Collecti  | on      | =        |         | -     |          | (KS WIIIIOII) |
|--------------|-----|-----------|------------|-----------|-----------|------------|-----------|---------|----------|---------|-------|----------|---------------|
| MONTHS       |     | ]         | FY 2017-18 | 3         | ]         | FY 2016-17 | 7         | CC      | )MPARISO | ON      |       | Growth ( | <b>%</b> )    |
|              | M/P | Gross     | Reb/Ref    | Net       | Goss      | Reb/Ref    | Net       | Goss    | Reb/Ref  | Net     | Gross | Reb/Ref  | Net           |
| (1)          | (2) | (3)       | (4)        | (5)       | (6)       | (7)        | (8)       | (9)     | (10)     | (11)    | (12)  | (13)     | (14)          |
| JULY         | M   | 222,440   | 15,833     | 206,607   | 170,380   | 11,982     | 158,398   | 52,060  | 3,851    | 48,209  | 30.6  | 32.1     | 30.4          |
| AUGUST       | M   | 264,991   | 27,716     | 237,275   | 217,347   | 10,344     | 207,003   | 47,644  | 17,372   | 30,272  | 21.9  | 167.9    | 14.6          |
|              | P   | 487,431   | 43,549     | 443,882   | 387,727   | 22,326     | 365,401   | 99,704  | 21,223   | 78,481  | 25.7  | 95.1     | 21.5          |
| SEPTEMBER    | M   | 328,904   | 7,830      | 321,074   | 265,253   | 3,533      | 261,720   | 63,651  | 4,297    | 59,354  | 24.0  | 121.6    | 22.7          |
| 1st Quarter  |     | 816,335   | 51,379     | 764,956   | 652,980   | 25,859     | 627,121   | 163,355 | 25,520   | 137,835 | 25.0  | 98.7     | 22.0          |
| OCTOBER      | M   | 273,255   | 3,675      | 269,580   | 243,096   | 1,853      | 241,243   | 30,159  | 1,822    | 28,337  | 12.4  | 98.3     | 11.7          |
|              | P   | 1,089,590 | 55,054     | 1,034,536 | 896,076   | 27,712     | 868,364   | 193,514 | 27,342   | 166,172 | 21.6  | 98.7     | 19.1          |
| NOVEMBER     | M   | 290,173   | 19,128     | 271,045   | 240,044   | 23,771     | 216,273   | 50,129  | -4,643   | 54,772  | 20.9  | -19.5    | 25.3          |
|              | P   | 1,379,763 | 74,182     | 1,305,581 | 1,136,120 | 51,483     | 1,084,637 | 243,643 | 22,699   | 220,944 | 21.4  | 44.1     | 20.4          |
| DECEMBER     | M   | 421,615   | 5,547      | 416,068   | 396,099   | 8,399      | 387,700   | 25,516  | -2,852   | 28,368  | 6.4   | -34.0    | 7.3           |
| 2nd Quarter  |     | 985,043   | 28,350     | 956,693   | 879,239   | 34,023     | 845,216   | 105,804 | -5,673   | 111,477 | 12.0  | -16.7    | 13.2          |
| Upto 2nd Qtr |     | 1,801,378 | 79,729     | 1,721,649 | 1,532,219 | 59,882     | 1,472,337 | 269,159 | 19,847   | 249,312 | 17.6  | 33.1     | 16.9          |
| JANUARY      | M   | 281,785   | 8,288      | 273,497   | 230,069   | 6,213      | 223,856   | 51,716  | 2,075    | 49,641  | 22.5  | 33.4     | 22.2          |
|              | P   | 2,083,163 | 88,017     | 1,995,146 | 1,762,288 | 66,095     | 1,696,193 | 320,875 | 21,922   | 298,953 | 18.2  | 33.2     | 17.6          |
| FEBRUARY     | M   | 270,341   | 7,877      | 262,464   | 230,479   | 4,993      | 225,486   | 39,862  | 2,884    | 36,978  | 17.3  | 57.8     | 16.4          |
|              | P   | 2,353,504 | 95,894     | 2,257,610 | 1,992,767 | 71,088     | 1,921,679 | 360,737 | 24,806   | 335,931 | 18.1  | 34.9     | 17.5          |
| MARCH        | M   | 375,019   | 4,795      | 370,224   | 350,829   | 3,828      | 347,001   | 24,190  | 967      | 23,223  | 6.9   | 25.3     | 6.7           |
| 3rd Quarter  |     | 927,145   | 20,960     | 906,185   | 811,377   | 15,034     | 796,343   | 115,768 | 5,926    | 109,842 | 14.3  | 39.4     | 13.8          |
| Upto 3rd Qtr |     | 2,728,523 | 100,689    | 2,627,834 | 2,343,596 | 74,916     | 2,268,680 | 384,927 | 25,773   | 359,154 | 16.4  | 34.4     | 15.8          |
| APRIL        | M   | 306,844   | 12,178     | 294,666   | 252,082   | 2,125      | 249,957   | 54,762  | 10,053   | 44,709  | 21.7  | 473.1    | 17.9          |
|              | P   | 3,035,367 | 112,867    | 2,922,500 | 2,595,678 | 77,041     | 2,518,637 | 439,689 | 35,826   | 403,863 | 16.9  | 46.5     | 16.0          |
| MAY          | M   | 360,652   | 8,151      | 352,501   | 336,174   | 5,214      | 330,960   | 24,478  | 2,937    | 21,541  | 7.3   | 56.3     | 6.5           |
|              | P   | 3,396,019 | 121,018    | 3,275,001 | 2,931,852 | 82,255     | 2,849,597 | 464,167 | 38,763   | 425,404 | 15.8  | 47.1     | 14.9          |
| JUNE         | M   | 602,459   | 33,705     | 568,754   | 522,960   | 4,683      | 518,277   | 79,499  | 29,022   | 50,477  | 15.2  | 619.7    | 9.7           |
| 4th Quarter  |     | 1,269,955 | 54,034     | 1,215,921 | 1,111,216 | 12,022     | 1,099,194 | 158,739 | 42,012   | 116,727 | 14.3  | 349.5    | 10.6          |
| Annual       |     | 3,998,478 | 154,723    | 3,843,755 | 3,454,812 | 86,938     | 3,367,874 | 543,666 | 67,785   | 475,881 | 15.7  | 78.0     | 14.1          |

### DIRECT TAXES

|              |     |           |            |           |           |            | Collecti  | on      |          |         |       |          | (KS MIIIIOII) |
|--------------|-----|-----------|------------|-----------|-----------|------------|-----------|---------|----------|---------|-------|----------|---------------|
|              |     | ]         | FY 2017-18 | 3         | ]         | FY 2016-17 | 7         | CC      | )MPARISO | ON      |       | Growth ( | %)            |
| MONTHS       | M/P | Gross     | Reb/Ref    | Net       | Gross     | Reb/Ref    | Net       | Gross   | Reb/Ref  | Net     | Gross | Reb/Ref  | Net           |
| (1)          | (2) | (3)       | (4)        | (5)       | (6)       | (7)        | (8)       | (9)     | (10)     | (11)    | (12)  | (13)     | (14)          |
| JULY         | M   | 80,533    | 12,284     | 68,249    | 61,617    | 10,946     | 50,671    | 18,916  | 1,338    | 17,578  | 30.7  | 12.2     | 34.7          |
| AUGUST       | M   | 87,712    | 4,184      | 83,528    | 74,853    | 5,773      | 69,080    | 12,859  | -1,589   | 14,448  | 17.2  | -27.5    | 20.9          |
|              | P   | 168,245   | 16,468     | 151,777   | 136,470   | 16,719     | 119,751   | 31,775  | -251     | 32,026  | 23.3  | -1.5     | 26.7          |
| SEPTEMBER    | M   | 134,524   | 3,444      | 131,080   | 116,285   | 2,344      | 113,941   | 18,239  | 1,100    | 17,139  | 15.7  | 46.9     | 15.0          |
| 1st Quarter  |     | 302,769   | 19,912     | 282,857   | 252,755   | 19,063     | 233,692   | 50,014  | 849      | 49,165  | 19.8  | 4.5      | 21.0          |
| OCTOBER      | M   | 94,731    | 1,404      | 93,327    | 89,462    | 826        | 88,636    | 5,269   | 578      | 4,691   | 5.9   | 70.0     | 5.3           |
|              | P   | 397,500   | 21,316     | 376,184   | 342,217   | 19,889     | 322,328   | 55,283  | 1,427    | 53,856  | 16.2  | 7.2      | 16.7          |
| NOVEMBER     | M   | 105,072   | 6,199      | 98,873    | 82,684    | 1,564      | 81,120    | 22,388  | 4,635    | 17,753  | 27.1  | 296.4    | 21.9          |
|              | P   | 502,572   | 27,515     | 475,057   | 424,901   | 21,453     | 403,448   | 77,671  | 6,062    | 71,609  | 18.3  | 28.3     | 17.7          |
| DECEMBER     | M   | 193,098   | 4,622      | 188,476   | 195,672   | 7,625      | 188,047   | -2,574  | -3,003   | 429     | -1.3  | -39.4    | 0.2           |
| 2nd Quarter  |     | 392,901   | 12,225     | 380,676   | 367,818   | 10,015     | 357,803   | 25,083  | 2,210    | 22,873  | 6.8   | 22.1     | 6.4           |
| Upto 2nd Qtr |     | 695,670   | 32,137     | 663,533   | 620,573   | 29,078     | 591,495   | 75,097  | 3,059    | 72,038  | 12.1  | 10.5     | 12.2          |
| JANUARY      | M   | 101,644   | 5,938      | 95,706    | 86,993    | 5,253      | 81,740    | 14,651  | 685      | 13,966  | 16.8  | 13.0     | 17.1          |
|              | P   | 797,314   | 38,075     | 759,239   | 707,566   | 34,331     | 673,235   | 89,748  | 3,744    | 86,004  | 12.7  | 10.9     | 12.8          |
| FEBRUARY     | M   | 96,104    | 6,473      | 89,631    | 83,012    | 2,993      | 80,019    | 13,092  | 3,480    | 9,612   | 15.8  | 116.3    | 12.0          |
|              | P   | 893,418   | 44,548     | 848,870   | 790,578   | 37,324     | 753,254   | 102,840 | 7,224    | 95,616  | 13.0  | 19.4     | 12.7          |
| MARCH        | M   | 155,902   | 3,378      | 152,524   | 149,847   | 2,605      | 147,242   | 6,055   | 773      | 5,282   | 4.0   | 29.7     | 3.6           |
| 3rd Quarter  |     | 353,650   | 15,789     | 337,861   | 319,852   | 10,851     | 309,001   | 33,798  | 4,938    | 28,860  | 10.6  | 45.5     | 9.3           |
| Upto 3rd Qtr |     | 1,049,320 | 47,926     | 1,001,394 | 940,425   | 39,929     | 900,496   | 108,895 | 7,997    | 100,898 | 11.6  | 20.0     | 11.2          |
| APRIL        | M   | 105,750   | 10,739     | 95,011    | 79,490    | 1,083      | 78,407    | 26,260  | 9,656    | 16,604  | 33.0  | 891.6    | 21.2          |
|              | P   | 1,155,070 | 58,665     | 1,096,405 | 1,019,915 | 41,012     | 978,903   | 135,155 | 17,653   | 117,502 | 13.3  | 43.0     | 12.0          |
| MAY          | M   | 132,752   | 6,961      | 125,791   | 121,388   | 4,304      | 117,084   | 11,364  | 2,657    | 8,707   | 9.4   | 61.7     | 7.4           |
|              | P   | 1,287,822 | 65,626     | 1,222,196 | 1,141,303 | 45,316     | 1,095,987 | 146,519 | 20,310   | 126,209 | 12.8  | 44.8     | 11.5          |
| JUNE         | M   | 318,222   | 3,835      | 314,387   | 252,896   | 4,657      | 248,239   | 65,326  | -822     | 66,148  | 25.8  | -17.7    | 26.6          |
| 4th Quarter  |     | 556,724   | 21,535     | 535,189   | 453,774   | 10,044     | 443,730   | 102,950 | 11,491   | 91,459  | 22.7  | 114.4    | 20.6          |
| Annual       |     | 1,606,044 | 69,461     | 1,536,583 | 1,394,199 | 49,973     | 1,344,226 | 211,845 | 19,488   | 192,357 | 15.2  | 39.0     | 14.3          |

### INDIRECT TAXES

|              |     |           |            |           |           |            | Collecti  | on      |               |         |       |           | (KS MIIIIOII) |
|--------------|-----|-----------|------------|-----------|-----------|------------|-----------|---------|---------------|---------|-------|-----------|---------------|
|              |     | ]         | FY 2017-18 |           | ]         | FY 2016-17 | 7         | CC      | <b>MPARIS</b> | ON      |       | Growth (  | <b>%</b> )    |
| MONTHS       | M/P | Gross     | Reb/Ref    | Net       | Gross     | Reb/Ref    | Net       | Gross   | Reb/Ref       | Net     | Gross | Reb/Ref   | Net           |
| (1)          | (2) | (3)       | (4)        | (5)       | (6)       | (7)        | (8)       | (9)     | (10)          | (11)    | (12)  | (13)      | (14)          |
| JULY         | M   | 141,907   | 3,549      | 138,358   | 108,763   | 1,036      | 107,727   | 33,144  | 2,513         | 30,631  | 30.5  | 242.6     | 28.4          |
| AUGUST       | M   | 177,279   | 23,532     | 153,747   | 142,494   | 4,571      | 137,923   | 34,785  | 18,961        | 15,824  | 24.4  | 414.8     | 11.5          |
|              | P   | 319,186   | 27,081     | 292,105   | 251,257   | 5,607      | 245,650   | 67,929  | 21,474        | 46,455  | 27.0  | 383.0     | 18.9          |
| SEPTEMBER    | M   | 194,380   | 4,386      | 189,994   | 148,968   | 1,189      | 147,779   | 45,412  | 3,197         | 42,215  | 30.5  | 268.9     | 28.6          |
| 1st Quarter  |     | 513,566   | 31,467     | 482,099   | 400,225   | 6,796      | 393,429   | 113,341 | 24,671        | 88,670  | 28.3  | 363.0     | 22.5          |
| OCTOBER      | M   | 178,524   | 2,271      | 176,253   | 153,634   | 1,027      | 152,607   | 24,890  | 1,244         | 23,646  | 16.2  | 121.1     | 15.5          |
|              | P   | 692,090   | 33,738     | 658,352   | 553,859   | 7,823      | 546,036   | 138,231 | 25,915        | 112,316 | 25.0  | 331.3     | 20.6          |
| NOVEMBER     | M   | 185,101   | 12,929     | 172,172   | 157,360   | 22,207     | 135,153   | 27,741  | -9,278        | 37,019  | 17.6  | -41.8     | 27.4          |
|              | P   | 877,191   | 46,667     | 830,524   | 711,219   | 30,030     | 681,189   | 165,972 | 16,637        | 149,335 | 23.3  | 55.4      | 21.9          |
| DECEMBER     | M   | 228,517   | 925        | 227,592   | 200,427   | 774        | 199,653   | 28,090  | 151           | 27,939  | 14.0  | 19.5      | 14.0          |
| 2nd Quarter  |     | 592,142   | 16,125     | 576,017   | 511,421   | 24,008     | 487,413   | 80,721  | -7,883        | 88,604  | 15.8  | -32.8     | 18.2          |
| Upto 2nd Qtr |     | 1,105,708 | 47,592     | 1,058,116 | 911,646   | 30,804     | 880,842   | 194,062 | 16,788        | 177,274 | 21.3  | 54.5      | 20.1          |
| JANUARY      | M   | 180,141   | 2,350      | 177,791   | 143,076   | 960        | 142,116   | 37,065  | 1,390         | 35,675  | 25.9  | 144.8     | 25.1          |
|              | P   | 1,285,849 | 49,942     | 1,235,907 | 1,054,722 | 31,764     | 1,022,958 | 231,127 | 18,178        | 212,949 | 21.9  | 57.2      | 20.8          |
| FEBRUARY     | M   | 174,237   | 1,404      | 172,833   | 147,467   | 2,000      | 145,467   | 26,770  | -596          | 27,366  | 18.2  | -29.8     | 18.8          |
|              | P   | 1,460,086 | 51,346     | 1,408,740 | 1,202,189 | 33,764     | 1,168,425 | 257,897 | 17,582        | 240,315 | 21.5  | 52.1      | 20.6          |
| MARCH        | M   | 219,117   | 1,417      | 217,700   | 200,982   | 1,223      | 199,759   | 18,135  | 194           | 17,941  | 9.0   | 15.9      | 9.0           |
| 3rd Quarter  |     | 1,679,203 | 52,763     | 568,324   | 1,403,171 | 34,987     | 487,342   | 276,032 | 17,776        | 80,982  | 19.7  | 50.8      | 16.6          |
| Upto 3rd Qtr |     | 2,784,911 | 100,355    | 1,626,440 | 2,314,817 | 65,791     | 1,368,184 | 470,094 | 34,564        | 258,256 | 20.3  | 52.5      | 18.9          |
| APRIL        | M   | 201,094   | 1,439      | 199,655   | 172,592   | 1,042      | 171,550   | 28,502  | 397           | 28,105  | 16.5  | 38.1      | 16.4          |
|              | P   | 2,986,005 | 101,794    | 1,826,095 | 2,487,409 | 66,833     | 1,539,734 | 498,596 | 34,961        | 286,361 | 20.0  | 52.3      | 18.6          |
| MAY          | M   | 227,900   | 1,190      | 226,710   | 214,786   | 910        | 213,876   | 13,114  | 280           | 12,834  | 6.1   | 30.8      | 6.0           |
|              | P   | 3,213,905 | 102,984    | 2,052,805 | 2,702,195 | 67,743     | 1,753,610 | 511,710 | 35,241        | 299,195 | 18.9  | 52.0      | 17.1          |
| JUNE         | M   | 284,237   | 29,870     | 254,367   | 270,064   | 26         | 270,038   | 14,173  | 29,844        | -15,671 | 5.2   | 114,784.6 | -5.8          |
| 4th Quarter  |     | 713,231   | 32,499     | 680,732   | 657,442   | 1,978      | 655,464   | 55,789  | 30,521        | 25,268  | 8.5   | 1,543.0   | 3.9           |
| Annual       |     | 3,498,142 | 132,854    | 2,307,172 | 2,972,259 | 67,769     | 2,023,648 | 525,883 | 65,085        | 283,524 | 17.7  | 96.0      | 14.0          |

# SALES TAX (TOTAL)

|              |     |           | Collection  EV 2017 19  EV 2016 17  COMPADISON  Crowth (9/) |           |           |            |           |         |               |         |       |           |       |
|--------------|-----|-----------|---|-----------|-----------|------------|-----------|---------|---------------|---------|-------|-----------|-------|
|              |     | ]         | FY 2017-18  | }         | ]         | FY 2016-17 | 7         | CC      | <b>MPARIS</b> | ON      |       | Growth (  | %)    |
| MONTHS       | M/P | Gross     | Reb/Ref   | Net       | Gross     | Reb/Ref    | Net       | Gross   | Reb/Ref       | Net     | Gross | Reb/Ref   | Net   |
| (1)          | (2) | (3)       | (4)   | (5)       | (6)       | (7)        | (8)       | (9)     | (10)          | (11)    | (12)  | (13)      | (14)  |
| JULY         | M   | 92,079    | 1,972   | 90,107    | 73,080    | 20         | 73,060    | 18,999  | 1,952         | 17,047  | 26.0  | 9,760.0   | 23.3  |
| AUGUST       | M   | 119,047   | 21,739  | 97,308    | 94,244    | 3,531      | 90,713    | 24,803  | 18,208        | 6,595   | 26.3  | 515.7     | 7.3   |
|              | P   | 211,126   | 23,711  | 187,415   | 167,324   | 3,551      | 163,773   | 43,802  | 20,160        | 23,642  | 26.2  | 567.7     | 14.4  |
| SEPTEMBER    | M   | 130,852   | 3,852   | 127,000   | 97,739    | 14         | 97,725    | 33,113  | 3,838         | 29,275  | 33.9  | 27,414.3  | 30.0  |
| 1st Quarter  |     | 341,978   | 27,563  | 314,415   | 265,063   | 3,565      | 261,498   | 76,915  | 23,998        | 52,917  | 29.0  | 673.2     | 20.2  |
| OCTOBER      | M   | 117,125   | 825   | 116,300   | 103,021   | 28         | 102,993   | 14,104  | 797           | 13,307  | 13.7  | 2,846.4   | 12.9  |
|              | P   | 459,103   | 28,388  | 430,715   | 368,084   | 3,593      | 364,491   | 91,019  | 24,795        | 66,224  | 24.7  | 690.1     | 18.2  |
| NOVEMBER     | M   | 119,438   | 11,755  | 107,683   | 102,238   | 21,201     | 81,037    | 17,200  | -9,446        | 26,646  | 16.8  | -44.6     | 32.9  |
|              | P   | 578,541   | 40,143  | 538,398   | 470,322   | 24,794     | 445,528   | 108,219 | 15,349        | 92,870  | 23.0  | 61.9      | 20.8  |
| DECEMBER     | M   | 148,130   | 20  | 148,110   | 131,948   | 37         | 131,911   | 16,182  | -17           | 16,199  | 12.3  | -45.9     | 12.3  |
| 2nd Quarter  |     | 384,693   | 12,600  | 372,093   | 337,207   | 21,266     | 315,941   | 47,486  | -8,666        | 56,152  | 14.1  | -40.8     | 17.8  |
| Upto 2nd Qtr |     | 726,671   | 40,163  | 686,508   | 602,270   | 24,831     | 577,439   | 124,401 | 15,332        | 109,069 | 20.7  | 61.7      | 18.9  |
| JANUARY      | M   | 116,737   | 650   | 116,087   | 92,643    | 16         | 92,627    | 24,094  | 634           | 23,460  | 26.0  | 3,962.5   | 25.3  |
|              | P   | 843,408   | 40,813  | 802,595   | 694,913   | 24,847     | 670,066   | 148,495 | 15,966        | 132,529 | 21.4  | 64.3      | 19.8  |
| FEBRUARY     | M   | 111,625   | 5   | 111,620   | 96,390    | 909        | 95,481    | 15,235  | -904          | 16,139  | 15.8  | -99.4     | 16.9  |
|              | P   | 955,033   | 40,818  | 914,215   | 791,303   | 25,756     | 765,547   | 163,730 | 15,062        | 148,668 | 20.7  | 58.5      | 19.4  |
| MARCH        | M   | 139,530   | 20  | 139,510   | 132,116   | 3          | 132,113   | 7,414   | 17            | 7,397   | 5.6   | 566.7     | 5.6   |
| 3rd Quarter  |     | 367,892   | 675   | 367,217   | 321,149   | 928        | 320,221   | 46,743  | -253          | 46,996  | 14.6  | -27.3     | 14.7  |
| Upto 3rd Qtr |     | 1,094,563 | 40,838  | 1,053,725 | 923,419   | 25,759     | 897,660   | 171,144 | 15,079        | 156,065 | 18.5  | 58.5      | 17.4  |
| APRIL        | M   | 132,890   | -2  | 132,892   | 111,493   | 17         | 111,476   | 21,397  | -19           | 21,416  | 19.2  | -111.8    | 19.2  |
|              | P   | 1,227,453 | 40,836  | 1,186,617 | 1,034,912 | 25,776     | 1,009,136 | 192,541 | 15,060        | 177,481 | 18.6  | 58.4      | 17.6  |
| MAY          | M   | 152,324   | 16  | 152,308   | 141,354   | 68         | 141,286   | 10,970  | -52           | 11,022  | 7.8   | -76.5     | 7.8   |
|              | P   | 1,379,777 | 40,852  | 1,338,925 | 1,176,266 | 25,844     | 1,150,422 | 203,511 | 15,008        | 188,503 | 17.3  | 58.1      | 16.4  |
| JUNE         | M   | 176,033   | 29,652  | 146,381   | 178,566   | 23         | 178,543   | -2,533  | 29,629        | -32,162 | -1.4  | 128,821.7 | -18.0 |
| 4th Quarter  |     | 461,247   | 29,666  | 431,581   | 431,413   | 108        | 431,305   | 29,834  | 29,558        | 276     | 6.9   | 27,368.5  | 0.1   |
| Annual       |     | 1,555,810 | 70,504  | 1,485,306 | 1,354,832 | 25,867     | 1,328,965 | 200,978 | 44,637        | 156,341 | 14.8  | 172.6     | 11.8  |

# SALES TAX (IMPORTS)

|              |     |         | Collection  EN 2017-19  EN 2017-19  COMPA DISON  Crossith (9/) |         |         |            |         |         |          |         |       |          |            |
|--------------|-----|---------|--|---------|---------|------------|---------|---------|----------|---------|-------|----------|------------|
|              |     | J       | FY 2017-18   |         | ]       | FY 2016-17 | 1       | CC      | )MPARISO | ON      |       | Growth ( | <b>%</b> ) |
| MONTHS       | M/P | Gross   | Reb/Ref  | Net     | Gross   | Reb/Ref    | Net     | Gross   | Reb/Ref  | Net     | Gross | Reb/Ref  | Net        |
| (1)          | (2) | (3)     | (4)  | (5)     | (6)     | (7)        | (8)     | (9)     | (10)     | (11)    | (12)  | (13)     | (14)       |
| JULY         | M   | 63,055  | 1  | 63,054  | 45,464  | 3          | 45,461  | 17,591  | -2       | 17,593  | 38.7  | -66.7    | 38.7       |
| AUGUST       | M   | 68,395  | 7  | 68,388  | 54,122  | 29         | 54,093  | 14,273  | -22      | 14,295  | 26.4  | -75.9    | 26.4       |
|              | P   | 131,450 | 8  | 131,442 | 99,586  | 32         | 99,554  | 31,864  | -24      | 31,888  | 32.0  | -75.0    | 32.0       |
| SEPTEMBER    | M   | 61,293  | 6  | 61,287  | 48,883  | 7          | 48,876  | 12,410  | -1       | 12,411  | 25.4  | -14.3    | 25.4       |
| 1st Quarter  |     | 192,743 | 14   | 192,729 | 148,469 | 39         | 148,430 | 44,274  | -25      | 44,299  | 29.8  | -64.1    | 29.8       |
| OCTOBER      | M   | 65,854  | 20   | 65,834  | 51,085  | 11         | 51,074  | 14,769  | 9        | 14,760  | 28.9  | 81.8     | 28.9       |
|              | P   | 258,597 | 34   | 258,563 | 199,554 | 50         | 199,504 | 59,043  | -16      | 59,059  | 29.6  | -32.0    | 29.6       |
| NOVEMBER     | M   | 65,035  | 37   | 64,998  | 57,199  | 33         | 57,166  | 7,836   | 4        | 7,832   | 13.7  | 12.1     | 13.7       |
|              | P   | 323,632 | 71   | 323,561 | 256,753 | 83         | 256,670 | 66,879  | -12      | 66,891  | 26.0  | -14.5    | 26.1       |
| DECEMBER     | M   | 67,277  | 4  | 67,273  | 62,616  | 22         | 62,594  | 4,661   | -18      | 4,679   | 7.4   | -81.8    | 7.5        |
| 2nd Quarter  |     | 198,166 | 61   | 198,105 | 170,900 | 66         | 170,834 | 27,266  | -5       | 27,271  | 16.0  | -7.6     | 16.0       |
| Upto 2nd Qtr |     | 390,909 | 75   | 390,834 | 319,369 | 105        | 319,264 | 71,540  | -30      | 71,570  | 22.4  | -28.6    | 22.4       |
| JANUARY      | M   | 69,066  | 4  | 69,062  | 54,725  | 4          | 54,721  | 14,341  | 0        | 14,341  | 26.2  | 0.0      | 26.2       |
|              | P   | 459,975 | 79   | 459,896 | 374,094 | 109        | 373,985 | 85,881  | -30      | 85,911  | 23.0  | -27.5    | 23.0       |
| FEBRUARY     | M   | 61,530  | 2  | 61,528  | 53,338  | 4          | 53,334  | 8,192   | -2       | 8,194   | 15.4  | -50.0    | 15.4       |
|              | P   | 521,505 | 81   | 521,424 | 427,432 | 113        | 427,319 | 94,073  | -32      | 94,105  | 22.0  | -28.3    | 22.0       |
| MARCH        | M   | 66,671  | 20   | 66,651  | 68,411  | 3          | 68,408  | -1,740  | 17       | -1,757  | -2.5  | 566.7    | -2.6       |
| 3rd Quarter  |     | 197,267 | 26   | 197,241 | 176,474 | 11         | 176,463 | 20,793  | 15       | 20,778  | 11.8  | 136.4    | 11.8       |
| Upto 3rd Qtr |     | 588,176 | 101  | 588,075 | 495,843 | 116        | 495,727 | 92,333  | -15      | 92,348  | 18.6  | -12.9    | 18.6       |
| APRIL        | M   | 70,537  | 1  | 70,536  | 65,329  | 12         | 65,317  | 5,208   | -11      | 5,219   | 8.0   | -91.7    | 8.0        |
|              | P   | 658,713 | 102  | 658,611 | 561,172 | 128        | 561,044 | 97,541  | -26      | 97,567  | 17.4  | -20.3    | 17.4       |
| MAY          | M   | 78,673  | 7  | 78,666  | 69,465  | 38         | 69,427  | 9,208   | -31      | 9,239   | 13.3  | -81.6    | 13.3       |
|              | P   | 737,386 | 109  | 737,277 | 630,637 | 166        | 630,471 | 106,749 | -57      | 106,806 | 16.9  | -34.3    | 16.9       |
| JUNE         | M   | 86,947  | 5  | 86,942  | 72,094  | 0          | 72,094  | 14,853  | 5        | 14,848  | 20.6  | -        | 20.6       |
| 4th Quarter  |     | 236,157 | 13   | 236,144 | 206,888 | 50         | 206,838 | 29,269  | -37      | 29,306  | 14.1  | -74.0    | 14.2       |
| Annual       |     | 824,333 | 114  | 824,219 | 702,731 | 166        | 702,565 | 121,602 | -52      | 121,654 | 17.3  | -31.3    | 17.3       |

# SALES TAX (DOMESTIC)

|              |     |         |            |         |         |            | Collecti | on      |          |         |       |           | (KS MIIIIOII) |
|--------------|-----|---------|------------|---------|---------|------------|----------|---------|----------|---------|-------|-----------|---------------|
|              |     | ]       | FY 2017-18 |         | ]       | FY 2016-17 |          | CC      | )MPARISO | ON      |       | Growth (  | <b>%</b> )    |
| MONTHS       | M/P | Gross   | Reb/Ref    | Net     | Gross   | Reb/Ref    | Net      | Gross   | Reb/Ref  | Net     | Gross | Reb/Ref   | Net           |
| (1)          | (2) | (3)     | (4)        | (5)     | (6)     | (7)        | (8)      | (9)     | (10)     | (11)    | (12)  | (13)      | (14)          |
| JULY         | M   | 29,024  | 1,971      | 27,053  | 27,616  | 17         | 27,599   | 1,408   | 1,954    | -546    | 5.1   | 11,494.1  | -2.0          |
| AUGUST       | M   | 50,652  | 21,732     | 28,920  | 40,122  | 3,502      | 36,620   | 10,530  | 18,230   | -7,700  | 26.2  | 520.6     | -21.0         |
|              | P   | 79,676  | 23,703     | 55,973  | 67,738  | 3,519      | 64,219   | 11,938  | 20,184   | -8,246  | 17.6  | 573.6     | -12.8         |
| SEPTEMBER    | M   | 69,559  | 3,846      | 65,713  | 48,856  | 7          | 48,849   | 20,703  | 3,839    | 16,864  | 42.4  | 54,842.9  | 34.5          |
| 1st Quarter  |     | 149,235 | 27,549     | 121,686 | 116,594 | 3,526      | 113,068  | 32,641  | 24,023   | 8,618   | 28.0  | 681.3     | 7.6           |
| OCTOBER      | M   | 51,271  | 805        | 50,466  | 51,936  | 17         | 51,919   | -665    | 788      | -1,453  | -1.3  | 4,635.3   | -2.8          |
|              | P   | 200,506 | 28,354     | 172,152 | 168,530 | 3,543      | 164,987  | 31,976  | 24,811   | 7,165   | 19.0  | 700.3     | 4.3           |
| NOVEMBER     | M   | 54,403  | 11,718     | 42,685  | 45,039  | 21,168     | 23,871   | 9,364   | -9,450   | 18,814  | 20.8  | -44.6     | 78.8          |
|              | P   | 254,909 | 40,072     | 214,837 | 213,569 | 24,711     | 188,858  | 41,340  | 15,361   | 25,979  | 19.4  | 62.2      | 13.8          |
| DECEMBER     | M   | 80,853  | 16         | 80,837  | 69,332  | 15         | 69,317   | 11,521  | 1        | 11,520  | 16.6  | 6.7       | 16.6          |
| 2nd Quarter  |     | 186,527 | 12,539     | 173,988 | 166,307 | 21,200     | 145,107  | 20,220  | -8,661   | 28,881  | 12.2  | -40.9     | 19.9          |
| Upto 2nd Qtr |     | 335,762 | 40,088     | 295,674 | 282,901 | 24,726     | 258,175  | 52,861  | 15,362   | 37,499  | 18.7  | 62.1      | 14.5          |
| JANUARY      | M   | 47,671  | 646        | 47,025  | 37,918  | 12         | 37,906   | 9,753   | 634      | 9,119   | 25.7  | 5,283.3   | 24.1          |
|              | P   | 383,433 | 40,734     | 342,699 | 320,819 | 24,738     | 296,081  | 62,614  | 15,996   | 46,618  | 19.5  | 64.7      | 15.7          |
| FEBRUARY     | M   | 50,095  | 3          | 50,092  | 43,052  | 905        | 42,147   | 7,043   | -902     | 7,945   | 16.4  | -99.7     | 18.9          |
|              | P   | 433,528 | 40,737     | 392,791 | 363,871 | 25,643     | 338,228  | 69,657  | 15,094   | 54,563  | 19.1  | 58.9      | 16.1          |
| MARCH        | M   | 72,859  | 0          | 72,859  | 63,705  | 0          | 63,705   | 9,154   | 0        | 9,154   | 14.4  | -         | 14.4          |
| 3rd Quarter  |     | 170,625 | 649        | 169,976 | 144,675 | 917        | 143,758  | 25,950  | -268     | 26,218  | 17.9  | -29.2     | 18.2          |
| Upto 3rd Qtr |     | 506,387 | 40,737     | 465,650 | 427,576 | 25,643     | 401,933  | 78,811  | 15,094   | 63,717  | 18.4  | 58.9      | 15.9          |
| APRIL        | M   | 62,353  | -3         | 62,356  | 46,164  | 5          | 46,159   | 16,189  | -8       | 16,197  | 35.1  | -160.0    | 35.1          |
|              | P   | 568,740 | 40,734     | 528,006 | 473,740 | 25,648     | 448,092  | 95,000  | 15,086   | 79,914  | 20.1  | 58.8      | 17.8          |
| MAY          | M   | 73,651  | 9          | 73,642  | 71,889  | 30         | 71,859   | 1,762   | -21      | 1,783   | 2.5   | -70.0     | 2.5           |
|              | P   | 642,391 | 40,743     | 601,648 | 545,629 | 25,678     | 519,951  | 96,762  | 15,065   | 81,697  | 17.7  | 58.7      | 15.7          |
| JUNE         | M   | 89,086  | 29,647     | 59,439  | 106,472 | 23         | 106,449  | -17,386 | 29,624   | -47,010 | -16.3 | 128,800.0 | -44.2         |
| 4th Quarter  |     | 225,090 | 29,653     | 195,437 | 224,525 | 58         | 224,467  | 565     | 29,595   | -29,030 | 0.3   | 51,025.9  | -12.9         |
| Annual       |     | 731,477 | 70,390     | 661,087 | 652,101 | 25,701     | 626,400  | 79,376  | 44,689   | 34,687  | 12.2  | 173.9     | 5.5           |

### FEDERAL EXCISE

|              |     |         |            |         |         |                    | Collecti | on     |          |        |       |          | (KS MIIIIOII) |
|--------------|-----|---------|------------|---------|---------|--------------------|----------|--------|----------|--------|-------|----------|---------------|
|              |     | ]       | FY 2017-18 |         | ]       | F <b>Y 2016-17</b> |          | CC     | )MPARIS( | ON     |       | Growth ( | <b>%</b> )    |
| MONTHS       | M/P | Gross   | Reb/Ref    | Net     | Gross   | Reb/Ref            | Net      | Gross  | Reb/Ref  | Net    | Gross | Reb/Ref  | Net           |
| (1)          | (2) | (3)     | (4)        | (5)     | (6)     | (7)                | (8)      | (9)    | (10)     | (11)   | (12)  | (13)     | (14)          |
| JULY         | M   | 8,361   | 0          | 8,361   | 6,110   | 0                  | 6,110    | 2,251  | 0        | 2,251  | 36.8  | -        | 36.8          |
| AUGUST       | M   | 12,064  | 0          | 12,064  | 9,455   | 0                  | 9,455    | 2,609  | 0        | 2,609  | 27.6  | -        | 27.6          |
|              | P   | 20,425  | 0          | 20,425  | 15,565  | 0                  | 15,565   | 4,860  | 0        | 4,860  | 31.2  | -        | 31.2          |
| SEPTEMBER    | M   | 18,387  | 0          | 18,387  | 15,492  | 0                  | 15,492   | 2,895  | 0        | 2,895  | 18.7  | -        | 18.7          |
| 1st Quarter  |     | 38,812  | 0          | 38,812  | 31,057  | 0                  | 31,057   | 7,755  | 0        | 7,755  | 25.0  | -        | 25.0          |
| OCTOBER      | M   | 13,494  | 0          | 13,494  | 15,414  | 0                  | 15,414   | -1,920 | 0        | -1,920 | -12.5 | -        | -12.5         |
|              | P   | 52,306  | 0          | 52,306  | 46,471  | 0                  | 46,471   | 5,835  | 0        | 5,835  | 12.6  | -        | 12.6          |
| NOVEMBER     | M   | 15,891  | 2          | 15,889  | 16,680  | 0                  | 16,680   | -789   | 2        | -791   | -4.7  | -        | -4.7          |
|              | P   | 68,197  | 2          | 68,195  | 63,151  | 0                  | 63,151   | 5,046  | 2        | 5,044  | 8.0   | -        | 8.0           |
| DECEMBER     | M   | 21,892  | 0          | 21,892  | 22,274  | 0                  | 22,274   | -382   | 0        | -382   | -1.7  | -        | -1.7          |
| 2nd Quarter  |     | 51,277  | 2          | 51,275  | 54,368  | 0                  | 54,368   | -3,091 | 2        | -3,093 | -5.7  | -        | -5.7          |
| Upto 2nd Qtr |     | 90,089  | 2          | 90,087  | 85,425  | 0                  | 85,425   | 4,664  | 2        | 4,662  | 5.5   | -        | 5.5           |
| JANUARY      | M   | 13,498  | 0          | 13,498  | 10,419  | 0                  | 10,419   | 3,079  | 0        | 3,079  | 29.6  | -        | 29.6          |
|              | P   | 103,587 | 2          | 103,585 | 95,844  | 0                  | 95,844   | 7,743  | 2        | 7,741  | 8.1   | -        | 8.1           |
| FEBRUARY     | M   | 17,565  | 0          | 17,565  | 12,464  | 1                  | 12,463   | 5,101  | -1       | 5,102  | 40.9  | -100.0   | 40.9          |
|              | P   | 121,152 | 2          | 121,150 | 108,308 | 1                  | 108,307  | 12,844 | 1        | 12,843 | 11.9  | 100.0    | 11.9          |
| MARCH        | M   | 23,131  | 0          | 23,131  | 18,846  | 0                  | 18,846   | 4,285  | 0        | 4,285  | 22.7  | -        | 22.7          |
| 3rd Quarter  |     | 54,194  | 0          | 54,194  | 41,729  | 1                  | 41,728   | 12,465 | -1       | 12,466 | 29.9  | -100.0   | 29.9          |
| Upto 3rd Qtr |     | 144,283 | 2          | 144,281 | 127,154 | 1                  | 127,153  | 17,129 | 1        | 17,128 | 13.5  | 100.0    | 13.5          |
| APRIL        | M   | 19,081  | 0          | 19,081  | 16,876  | 0                  | 16,876   | 2,205  | 0        | 2,205  | 13.1  | -        | 13.1          |
|              | P   | 163,364 | 2          | 163,362 | 144,030 | 1                  | 144,029  | 19,334 | 1        | 19,333 | 13.4  | 100.0    | 13.4          |
| MAY          | M   | 19,770  | 0          | 19,770  | 24,996  | 0                  | 24,996   | -5,226 | 0        | -5,226 | -20.9 | -        | -20.9         |
|              | P   | 183,134 | 2          | 183,132 | 169,026 | 1                  | 169,025  | 14,108 | 1        | 14,107 | 8.3   | 100.0    | 8.3           |
| JUNE         | M   | 30,365  | 4          | 30,361  | 28,886  | 0                  | 28,886   | 1,479  | 4        | 1,475  | 5.1   | -        | 5.1           |
| 4th Quarter  |     | 69,216  | 4          | 69,212  | 70,758  | 0                  | 70,758   | -1,542 | 4        | -1,546 | -2.2  | -        | -2.2          |
| Annual       |     | 213,499 | 6          | 213,493 | 197,912 | 1                  | 197,911  | 15,587 | 5        | 15,582 | 7.9   | 500.0    | 7.9           |

# **CUSTOMS**

|              |     |         | Collection FY 2017-18 FY 2016-17 COMPARISON Growth (%) |         |         |                    |         |         |          |         |       |          |            |
|--------------|-----|---------|--|---------|---------|--------------------|---------|---------|----------|---------|-------|----------|------------|
|              |     | ]       | FY 2017-18   |         | ]       | F <b>Y 2016-17</b> |         | CC      | )MPARISO | ON      |       | Growth ( | <b>%</b> ) |
| MONTHS       | M/P | Gross   | Reb/Ref  | Net     | Gross   | Reb/Ref            | Net     | Gross   | Reb/Ref  | Net     | Gross | Reb/Ref  | Net        |
| (1)          | (2) | (3)     | (4)  | (5)     | (6)     | (7)                | (8)     | (9)     | (10)     | (11)    | (12)  | (13)     | (14)       |
| JULY         | M   | 41,467  | 1,577  | 39,890  | 29,573  | 1,016              | 28,557  | 11,894  | 561      | 11,333  | 40.2  | 55.2     | 39.7       |
| AUGUST       | M   | 46,168  | 1,793  | 44,375  | 38,795  | 1,040              | 37,755  | 7,373   | 753      | 6,620   | 19.0  | 72.4     | 17.5       |
|              | P   | 87,635  | 3,370  | 84,265  | 68,368  | 2,056              | 66,312  | 19,267  | 1,314    | 17,953  | 28.2  | 63.9     | 27.1       |
| SEPTEMBER    | M   | 45,141  | 534  | 44,607  | 35,737  | 1,175              | 34,562  | 9,404   | -641     | 10,045  | 26.3  | -54.6    | 29.1       |
| 1st Quarter  |     | 132,776 | 3,904  | 128,872 | 104,105 | 3,231              | 100,874 | 28,671  | 673      | 27,998  | 27.5  | 20.8     | 27.8       |
| OCTOBER      | M   | 47,905  | 1,446  | 46,459  | 35,199  | 999                | 34,200  | 12,706  | 447      | 12,259  | 36.1  | 44.7     | 35.8       |
|              | P   | 180,681 | 5,350  | 175,331 | 139,304 | 4,230              | 135,074 | 41,377  | 1,120    | 40,257  | 29.7  | 26.5     | 29.8       |
| NOVEMBER     | M   | 49,772  | 1,172  | 48,600  | 38,442  | 1,006              | 37,436  | 11,330  | 166      | 11,164  | 29.5  | 16.5     | 29.8       |
|              | P   | 230,453 | 6,522  | 223,931 | 177,746 | 5,236              | 172,510 | 52,707  | 1,286    | 51,421  | 29.7  | 24.6     | 29.8       |
| DECEMBER     | M   | 58,495  | 905  | 57,590  | 46,205  | 737                | 45,468  | 12,290  | 168      | 12,122  | 26.6  | 22.8     | 26.7       |
| 2nd Quarter  |     | 156,172 | 3,523  | 152,649 | 119,846 | 2,742              | 117,104 | 36,326  | 781      | 35,545  | 30.3  | 28.5     | 30.4       |
| Upto 2nd Qtr |     | 288,948 | 7,427  | 281,521 | 223,951 | 5,973              | 217,978 | 64,997  | 1,454    | 63,543  | 29.0  | 24.3     | 29.2       |
| JANUARY      | M   | 49,906  | 1,700  | 48,206  | 40,014  | 944                | 39,070  | 9,892   | 756      | 9,136   | 24.7  | 80.1     | 23.4       |
|              | P   | 338,854 | 9,127  | 329,727 | 263,965 | 6,917              | 257,048 | 74,889  | 2,210    | 72,679  | 28.4  | 31.9     | 28.3       |
| FEBRUARY     | M   | 45,047  | 1,399  | 43,648  | 38,613  | 1,090              | 37,523  | 6,434   | 309      | 6,125   | 16.7  | 28.3     | 16.3       |
|              | P   | 383,901 | 10,526   | 373,375 | 302,578 | 8,007              | 294,571 | 81,323  | 2,519    | 78,804  | 26.9  | 31.5     | 26.8       |
| MARCH        | M   | 56,456  | 1,397  | 55,059  | 50,020  | 1,220              | 48,800  | 6,436   | 177      | 6,259   | 12.9  | 14.5     | 12.8       |
| 3rd Quarter  |     | 151,409 | 4,496  | 146,913 | 128,647 | 3,254              | 125,393 | 22,762  | 1,242    | 21,520  | 17.7  | 38.2     | 17.2       |
| Upto 3rd Qtr |     | 440,357 | 11,923   | 428,434 | 352,598 | 9,227              | 343,371 | 87,759  | 2,696    | 85,063  | 24.9  | 29.2     | 24.8       |
| APRIL        | M   | 49,123  | 1,441  | 47,682  | 44,223  | 1,025              | 43,198  | 4,900   | 416      | 4,484   | 11.1  | 40.6     | 10.4       |
|              | P   | 489,480 | 13,364   | 476,116 | 396,821 | 10,252             | 386,569 | 92,659  | 3,112    | 89,547  | 23.4  | 30.4     | 23.2       |
| MAY          | M   | 55,806  | 1,174  | 54,632  | 48,436  | 842                | 47,594  | 7,370   | 332      | 7,038   | 15.2  | 39.4     | 14.8       |
|              | P   | 545,286 | 14,538   | 530,748 | 445,257 | 11,094             | 434,163 | 100,029 | 3,444    | 96,585  | 22.5  | 31.0     | 22.2       |
| JUNE         | M   | 77,839  | 214  | 77,625  | 62,612  | 3                  | 62,609  | 15,227  | 211      | 15,016  | 24.3  | 7,033.3  | 24.0       |
| 4th Quarter  |     | 182,768 | 2,829  | 179,939 | 155,271 | 1,870              | 153,401 | 27,497  | 959      | 26,538  | 17.7  | 51.3     | 17.3       |
| Annual       |     | 623,125 | 14,752   | 608,373 | 507,869 | 11,097             | 496,772 | 115,256 | 3,655    | 111,601 | 22.7  | 32.9     | 22.5       |

### INLAND REVENUE

|              |     |           |            |           |           |            | Collecti  | on      |          |         |       |          | (KS MIIIIOII) |
|--------------|-----|-----------|------------|-----------|-----------|------------|-----------|---------|----------|---------|-------|----------|---------------|
|              |     | ]         | FY 2017-18 |           | ]         | FY 2016-17 | 7         | CC      | MPARIS ( | ON      |       | Growth ( | <b>%</b> )    |
| MONTHS       | M/P | Gross     | Reb/Ref    | Net       | Gross     | Reb/Ref    | Net       | Gross   | Reb/Ref  | Net     | Gross | Reb/Ref  | Net           |
| (1)          | (2) | (3)       | (4)        | (5)       | (6)       | (7)        | (8)       | (9)     | (10)     | (11)    | (12)  | (13)     | (14)          |
| JULY         | M   | 180,973   | 14,256     | 166,717   | 140,807   | 10,966     | 129,841   | 40,166  | 3,290    | 36,876  | 28.5  | 30.0     | 28.4          |
| AUGUST       | M   | 218,823   | 25,923     | 192,900   | 178,552   | 9,304      | 169,248   | 40,271  | 16,619   | 23,652  | 22.6  | 178.6    | 14.0          |
|              | P   | 399,796   | 40,179     | 359,617   | 319,359   | 20,270     | 299,089   | 80,437  | 19,909   | 60,528  | 25.2  | 98.2     | 20.2          |
| SEPTEMBER    | M   | 283,763   | 7,296      | 276,467   | 229,516   | 2,358      | 227,158   | 54,247  | 4,938    | 49,309  | 23.6  | 209.4    | 21.7          |
| 1st Quarter  |     | 683,559   | 47,475     | 636,084   | 548,875   | 22,628     | 526,247   | 134,684 | 24,847   | 109,837 | 24.5  | 109.8    | 20.9          |
| OCTOBER      | M   | 225,350   | 2,229      | 223,121   | 207,897   | 854        | 207,043   | 17,453  | 1,375    | 16,078  | 8.4   | 161.0    | 7.8           |
|              | P   | 908,909   | 49,704     | 859,205   | 756,772   | 23,482     | 733,290   | 152,137 | 26,222   | 125,915 | 20.1  | 111.7    | 17.2          |
| NOVEMBER     | M   | 240,401   | 17,956     | 222,445   | 201,602   | 22,765     | 178,837   | 38,799  | -4,809   | 43,608  | 19.2  | -21.1    | 24.4          |
|              | P   | 1,149,310 | 67,660     | 1,081,650 | 958,374   | 46,247     | 912,127   | 190,936 | 21,413   | 169,523 | 19.9  | 46.3     | 18.6          |
| DECEMBER     | M   | 363,120   | 4,642      | 358,478   | 349,894   | 7,662      | 342,232   | 13,226  | -3,020   | 16,246  | 3.8   | -39.4    | 4.7           |
| 2nd Quarter  |     | 828,871   | 24,827     | 804,044   | 759,393   | 31,281     | 728,112   | 69,478  | -6,454   | 75,932  | 9.1   | -20.6    | 10.4          |
| Upto 2nd Qtr |     | 1,512,430 | 72,302     | 1,440,128 | 1,308,268 | 53,909     | 1,254,359 | 204,162 | 18,393   | 185,769 | 15.6  | 34.1     | 14.8          |
| JANUARY      | M   | 231,879   | 6,588      | 225,291   | 190,055   | 5,269      | 184,786   | 41,824  | 1,319    | 40,505  | 22.0  | 25.0     | 21.9          |
|              | P   | 1,744,309 | 78,890     | 1,665,419 | 1,498,323 | 59,178     | 1,439,145 | 245,986 | 19,712   | 226,274 | 16.4  | 33.3     | 15.7          |
| FEBRUARY     | M   | 225,294   | 6,478      | 218,816   | 191,866   | 3,903      | 187,963   | 33,428  | 2,575    | 30,853  | 17.4  | 66.0     | 16.4          |
|              | P   | 1,969,603 | 85,368     | 1,884,235 | 1,690,189 | 63,081     | 1,627,108 | 279,414 | 22,287   | 257,127 | 16.5  | 35.3     | 15.8          |
| MARCH        | M   | 318,563   | 3,398      | 315,165   | 300,809   | 2,608      | 298,201   | 17,754  | 790      | 16,964  | 5.9   | 30.3     | 5.7           |
| 3rd Quarter  |     | 775,736   | 16,464     | 759,272   | 682,730   | 11,780     | 670,950   | 93,006  | 4,684    | 88,322  | 13.6  | 39.8     | 13.2          |
| Upto 3rd Qtr |     | 2,288,166 | 88,766     | 2,199,400 | 1,990,998 | 65,689     | 1,925,309 | 297,168 | 23,077   | 274,091 | 14.9  | 35.1     | 14.2          |
| APRIL        | M   | 257,721   | 10,737     | 246,984   | 207,859   | 1,100      | 206,759   | 49,862  | 9,637    | 40,225  | 24.0  | 876.1    | 19.5          |
|              | P   | 2,545,887 | 99,503     | 2,446,384 | 2,198,857 | 66,789     | 2,132,068 | 347,030 | 32,714   | 314,316 | 15.8  | 49.0     | 14.7          |
| MAY          | M   | 304,846   | 6,977      | 297,869   | 287,738   | 4,372      | 283,366   | 17,108  | 2,605    | 14,503  | 5.9   | 59.6     | 5.1           |
|              | P   | 2,850,733 | 106,480    | 2,744,253 | 2,486,595 | 71,161     | 2,415,434 | 364,138 | 35,319   | 328,819 | 14.6  | 49.6     | 13.6          |
| JUNE         | M   | 524,620   | 33,491     | 491,129   | 460,348   | 4,680      | 455,668   | 64,272  | 28,811   | 35,461  | 14.0  | 615.6    | 7.8           |
| 4th Quarter  |     | 1,087,187 | 51,205     | 1,035,982 | 955,945   | 10,152     | 945,793   | 131,242 | 41,053   | 90,189  | 13.7  | 404.4    | 9.5           |
| Annual       |     | 3,375,353 | 139,971    | 3,235,382 | 2,946,943 | 75,841     | 2,871,102 | 428,410 | 64,130   | 364,280 | 14.5  | 84.6     | 12.7          |