



# YEAR BOOK 2011-2012



**GOVERNMENT OF PAKISTAN  
MINISTRY OF FINANCE  
REVENUE DIVISION  
ISLAMABAD**

## ***Strategic Planning and Research & Statistic Wing, FBR***

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### ***Our Vision***

*To be Modern, Progressive, Effective, Autonomous and Credible Organization for Optimizing Revenue by Providing Quality Service and Promoting Compliance with Tax and Related Laws.*

### ***Our Mission***

*Enhance the Capacity of the Tax System to Collect Due Taxes through Application of Modern Techniques, Providing Taxpayer Assistance and by Creating a Motivated, Satisfied Dedicated and Professional Workforce*

### ***Our Values***

*Integrity  
Professionalism  
Teamwork  
Courtesy  
Fairness  
Transparency  
Responsiveness*



Mr. Ali Arshad Hakeem, addressing FBR officers on his first day in FBR as Chairman

## **Foreword**

The Federal Board of Revenue has collected Rs 1,883 billion during the year 2011-12. The double digit growth of 20.9 percent over previous year has been achieved despite general economic slowdown and energy crisis in the country. The performance of FBR is encouraging as tax- GDP ratio has improved by 0.5 percentage points during the year and reached to 9.1% from the lowest level of 8.6% in the year 2010-11. Apart from revenue collection, FBR has made considerable efforts in the areas of audit, broadening of tax base and liquidation of pending refunds.

The current edition of Revenue Division's Year Book 2011-12, ninth in the series, presents detailed analysis of the resource mobilization efforts of FBR during FY 2011-12. While deeply commending the efforts of the research team of FBR for preparation and publication of Revenue Division Year Book 2011-12, I invite valued readers to offer their comments on this effort.

**(Ali Arshad Hakeem)**  
Secretary Revenue  
Division/  
Chairman, FBR

September, 2012

<i>Table of Contents</i>	<i>Pages</i>
Foreword	iii
Chapter 1: The Structure of Revenue Organization	1
Chapter 2: FBR Revenue Collection vis-à-vis Targets	5
<i>Statistical Appendix</i>	<b>23</b>

## *Chapter 1*

# *The Structure of the Revenue Organization*

The Central Board of Revenue (CBR) was created on April 01, 1924 through enactment of the CBR Act, 1924. In 1944, a full-fledged Revenue Division was created under the Ministry of Finance. After independence, this arrangement continued up to 31<sup>st</sup> August 1960 when on the recommendations of the Administrative Re-organization Committee, CBR was made an attached department of the Ministry of Finance. In 1974, further changes were made to streamline its functions. Consequently, the post of Chairman, CBR was created with the status of ex-officio Additional Secretary and Secretary Finance was relieved of his duties as ex-officio Chairman of the CBR.

To remove further impediments in the exercise of administrative powers of a Secretary to the Government, and effective formulation and implementation of fiscal policy measures, the status of the Revenue Division was restored under the Ministry of Finance on October 22, 1991. It was abolished in January 1995, and CBR reverted back to the pre-1991 position. However, it was again re-established on December 01, 1998. The Revenue Division continues to exist since then. In the wake of restructuring of its functions, CBR has adopted new Act under which it has been renamed as Federal Board of Revenue (FBR) since July, 2007.

### **Functions of Revenue Division/ FBR**

In the existing setup, the Chairman, FBR, being the executive head of the Federal Board of Revenue, has the following responsibilities:

- Formulation and administration of taxation policy;
- Levy and collection of federal taxes;
- Quasi-judicial function of hearing of appeals;
- Enter into double-taxation treaties with other countries;
- Liaise with all Ministries, Chambers of Trade and Industry as well as International Organizations; and
- Provide an up-date on FBR activities to the President and the Prime Minister of Pakistan.

## **Organizational Set-up**

In the present setup, the Chairman/Secretary, Revenue Division, FBR is assisted by the following Members and Additional Secretary, Revenue Division distributed along four broad functional categories. Besides this top tier, senior management also includes various Director Generals and two Chief Collectors North and South:

### **A. Operations/Policy**

- i) Customs
- ii) Senior Member Inland Revenue (Policy)
- iii) Member IR- North
- iv) Member IR-South

### **B. Functional**

- i. Strategic Planning and Statistics
- ii. Audit (Taxpayers)
- iii. Facilitation and Taxpayers Education
- iv. Training
- v. Enforcement
- vi. Accounting

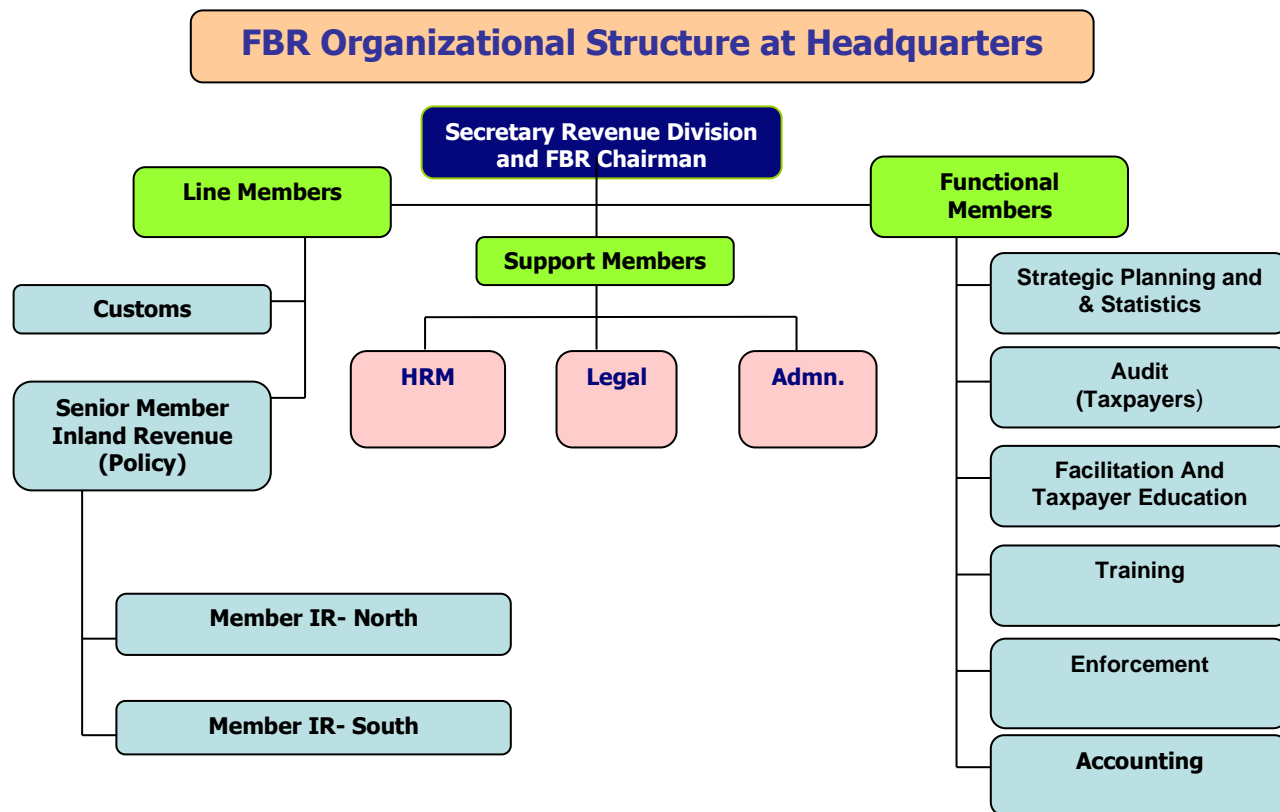
### **C. Support**

- i. Legal
- ii. Administration
- iii. HRM

### **D. Revenue Division**

- i). Additional Secretary





Note: - Various Director Generals positions other than above are also part of the top Management Team.

The names of Secretaries/ Ex-officio Chairmen, full time Chairmen and Secretary General Revenue Division/ Chairmen, who headed the Revenue Division/ CBR/FBR from August 14, 1947 onwards, are presented below for ready reference.

***Finance Secretaries/ Ex-Officio Chairmen, CBR***

1)	Sir Victor Turner	14.08.1947	01.02.1950
2)	Mr. Abdul Qadir	01.02.1950	25.02.1952
3)	Mr. Mumtaz Hasan	25.02.1952	01.11.1958
4)	Mr. H. A. Majid	01.11.1958	29.07.1960
5)	Mr. M. Ayub	29.07.1960	19.06.1961
6)	Mr. Mumtaz Mirza	19.06.1961	06.03.1963
7)	Mr. M. M. Ahmed	06.03.1963	30.05.1966
8)	Mr. Ghulam Ishaq Khan	31.05.1966	08.09.1970
9)	Mr. A.G.N. Kazi	08.09.1970	10.10.1971

***Secretary General Revenue Division/ Chairman, CBR/ FBR***

1)	Mr. M. Abdullah Yusuf	14.06.2006	23/07/2008
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***Secretary Revenue Division/ Chairmen, CBR/FBR***

1)	Mr. Sajjad Hasan	03.10.1991	03.11.1992
2)	Mr. M. Mubeen Ahsan	03.11.1992	03.05.1993
3)	Qazi M. Alimullah	03.05.1993	17.07.1993
4)	Mr. Javed Talat	26.07.1993	01.07.1994
5)	Mr. A.R. Siddiqi	11.07.1994	11.01.1995
6)	Mian Iqbal Farid	07.11.1998	06.11.1999
7)	Mr. Riaz Hussain Naqvi	08.11.1999	02.07.2001
8)	Mr. Riaz Ahmad Malik	03.07.2001	11.03.2004
9)	Mr. M. Abdullah Yusuf	12.03.2004	14.06.2006
10)	Mr. Ahmad Waqar	23.07.2008	17.05.2009
11)	Mr. Sohail Ahmed	19.03.2010	24.12.2010
12)	Mr. Salman Siddique	24.12.2010	21.01-2012
13)	Mr. Mumtaz Haider Rizvi	21.01.2012	10-07-2012
14)	Mr. Ali Arshad Hakeem	10-07-2012	To date

***Chairmen, CBR/FBR***

1)	Mr. M. Zulfiqar	11.10.1971	17.11.1973
2)	Mr. Riaz Ahmad	17.11.1973	30.09.1974
3)	Mr. M. Zulfiqar	01.10.1974	12.11.1975
4)	Mr. N.M. Qureshi	12.11.1975	14.12.1980
5)	Mr. Fazlur Rahman Khan	14.12.1980	11.08.1985
6)	Mr. I.A. Imtiaz	11.08.1985	20.08.1988
7)	Syed Aitezazuddin Ahmed	20.08.1988	02.01.1989
8)	Mr. Ghulam Yazdani Khan	22.01.1989	11.08.1990
9)	Mr. Ahadullah Akmal	16.08.1990	24.07.1991
10)	Mr. Sajjad Hasan	24.07.1991	03.10.1991
11)	Mr. Alvi Abdul Rahim	13.07.1995	28.08.1996
12)	Mr. Shamim Ahmed	28.08.1996	11.11.1996
13)	Mr. Hafeezullah Ishaq	11.11.1996	02.01.1998
14)	Mr. Moinuddin Khan	02.01.1998	06.11.1998
15)	Mr. Sohail Ahmad	18.05.2009	24.12.2010
16)	Mr. Salman Siddique	24.12.2010	21.01.2012
17)	Mr. Mumtaz Haider Rizvi	21.01.2012	10-07-2012
18)	Mr. Ali Arshad Hakeem	10-07-2012	To date

## *Chapter 2*

### *FBR Revenue Collection vis-à-vis Target*

Pakistan economy has confronted difficult challenges in the past few years, external and domestic economic shocks, political uncertainty and security problems. Faced with these challenges, Pakistan has implemented several reforms, including under the recent expired stand-by-arrangement with IMF<sup>1</sup>, which helped the economy avoid a full blown crises. More recently, however, continued security issues, two major floods and large fiscal deficit have contributed to make inflation persistently high and limit growth and employment creation. This has left Pakistan economy highly vulnerable.

Nonetheless, the economy has gradually started recovery and showing resilience. GDP growth for 2011-12 has been recorded at 3.7 percent<sup>2</sup> as against 3 percent in 2010-11. The commodity producing sectors and especially the agriculture sector are doing better. The agriculture sector recorded a growth of 3.1 percent and previous year's growth rate was 2.4 percent. Some improvement is also witnessed in the Large Scale Manufacturing (LSM) sector. This sector grew by 1.9 percent as compared to the target of 2.0 percent. The Service sector has exhibited a growth of 4 percent and gained from trade activities and the improvements in the commodity producing sectors. The smooth functioning of the supply chains is playing a key role in improving the economic situation and ensuring the availability of essential items.

On the revenue front, FBR has collected Rs. 1,883 billion at the end of FY: 2011-12, although 37.3 percent higher refunds/rebates were paid back to the taxpayers during the same period. The growth in net revenue collection has been 20.9 percent over the actual realization of Rs 1,558 billion during FY: 2010-11. Another improvement has been witnessed in the performance of FBR in relative term; tax GDP ratio has substantially improved to 9.1 percent in the year 2011-12 from the lowest level of 8.6 percent during the year of 2010-11.

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<sup>1</sup> IMF Country Report 2011

<sup>2</sup> Pakistan Economic Survey 2011-12

## **FBR Revenue Collection and Target**

FBR revenue target for the FY: 2011-12 was fixed at Rs.1,952 billion at the time of announcement of Federal Budget. The target was linked with expected growth in GDP, the rate of inflation, tax buoyancy and other key economic indicators such as growth in the Large Scale Manufacturing sector and imports. To reach the target, 25.3 percent growth was required over the actual collection of Rs. 1,558 billion during Fiscal Year 2010-11.

Unfortunately, economy remained confronted with general economic slowdown right from the beginning of the year. Energy crises played havoc with the manufacturing sector which is a tax base for domestic taxes such as FED and domestic sales tax. The consumption of energy in the industrial sector i.e. electricity and gas are considered to be the primary cause of constraint in production activities in various industries. According to Economic Survey of Pakistan, 2011-12, energy intensive industries (petroleum, iron and steel, engineering and electrical) shaved off 0.2 percentage points from real GDP growth in 2011-12. Also the estimated cost of power crisis to the economy is approximately Rs 380 billion per year, around 2 percent of GDP. As a result, growth in the large scale manufacturing sector was dismally low throughout the year; therefore, revenue realization from the manufacturing sector and related businesses has also been badly affected

Despite these unfavorable economic conditions, FBR has been able to collect Rs.1,883 billion at the end of the year against the target of Rs 1952 billion fixed for the year. The target has been missed by 3.5 percent (Table 1).

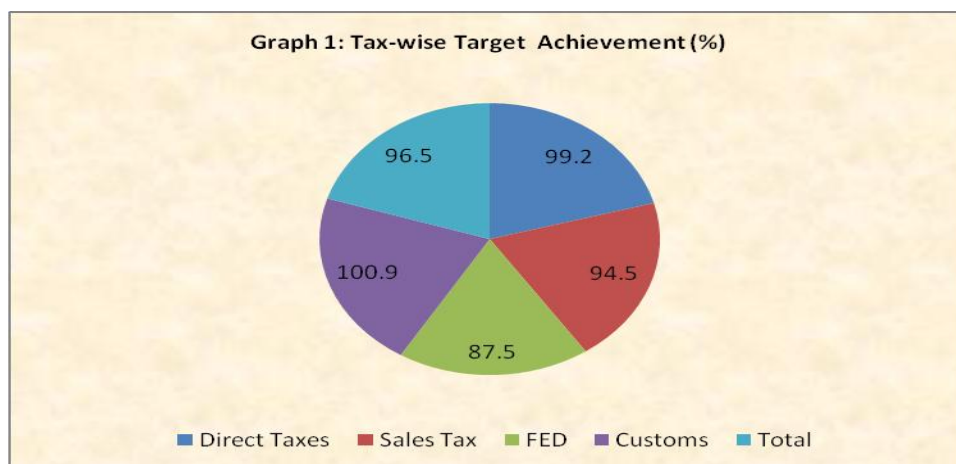
**Table 1: A Comparison of Collection vis-avis Target 2011-12**

(Rs. Billion)

Tax Head	Target	Provisional Collection	Achievement of Target (%)
Direct Taxes	745.0	738.8	99.2
Sales Tax	852.0	804.8	94.5
Federal Excise	140.0	122.5	87.5
Customs duty	215.0	216.9	100.9
<b>All Taxes</b>	<b>1952.0</b>	<b>1883.0</b>	<b>96.5</b>

Note:- Rs. 25 billion on account of services has been collected by Sindh Revenue Board (SRB). Services related to Sindh province was part of FBR Revenue Target of Rs. 1,952 billion. However, the amount is not included in revenue collection.

Except customs duty all other taxes have missed their targets (Graph 1).



### FBR Revenue Collection

FBR has collected Rs. 1883 billion during the FY: 2011-12 against Rs. 1,558 billion collected during FY: 2010-11 a growth of 20.9% has been registered. This achievement has been made despite general economic slowdown in the economy, particularly, the slow growth in the large manufacturing sector and less tax realization from major sectors like cement, beverages and services. Keeping in view the deteriorating economic conditions, this performance is satisfactory to a greater extent. The head-wise provisional collection of FY: 2011-12 is shown in the Table 2.

**Table 2: Comparison of Net Revenue Collection**

(Rs. Billion)

Revenue Heads	FY: 2011-12	FY: 2010-11	Growth (%)
Direct Taxes	738.8	602.5	22.6
Sales Tax	804.8	633.4	27.1
FED	122.5	137.4	-10.8
Customs	216.9	184.9	17.3
<b>TOTAL TAXES</b>	<b>1,883.0</b>	<b>1,558.0</b>	<b>20.9</b>

All the four taxes have performed well during the period under review except FED where there is a negative growth of 10.8%. Major reasons behind the negative growth is abolition of Special Excise Duty (SED) both at import and domestic stages, reduction of FED rates of beverages from 12 percent to 6 percent and also reduction of FED rates on cement from Rs 700 per Metric ton to Rs 500 per Metric ton. The collection under direct taxes has been 738.8 billion which is higher by 22.6% as compared to the corresponding period of last

year. Similarly, an amount of Rs. 804.8 billion has been collected under the sales tax head during FY: 2011-12 indicating a growth of 27.1% over the collection of Rs. 633.4 billion in the comparable period of last year. This is partially due to the tax base broadening efforts of the Government by removing major sales tax exemptions and Zero rating. Sales tax collection from imports has registered a healthy growth of 39.4%. Around 15% growth has been yielded in sales tax collection from domestic side.

As far as customs duty is concerned, an amount of Rs. 216.9 billion has been collected during the year 2011-12. The collection of customs duty has recorded a growth of 17.3% over the collection of Rs 184.9 billion in the corresponding period of last year. This achievement has been made despite modest growth of 6.1% in the dutiable import during the period under review.

### Analysis of Refunds/Rebates

FBR is focusing on the taxpayers' facilitation in many respects. In this regard, speedy liquidation of pending refunds and prompt disposal of refunds claims have been the top priority of the organization. This is evident from the information provided in Table 3 that during FY: 2011-12, FBR has paid Rs. 139.2 billion refunds higher by 31.3% over refund paid during FY: 2010-11.

**Table 3: Comparative Position of Refunds/ Rebates  
Payments during FY: 20 11-12 and FY: 2010-11**

(Rs. billion)

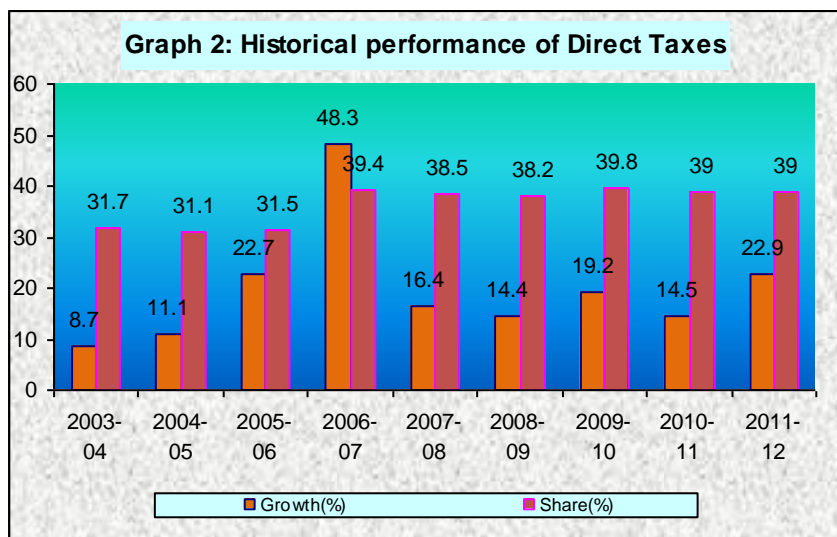
Tax Head	Refund / Rebate		Difference	
	2011-12	2010-11	Absolute	Growth (%)
Direct taxes	91.6	46.7	44.8	96.2
Sales Tax	45.3	50.8	-5.5	-10.9
Federal Excise	0	0	0	0
Customs Duty	8.4	8.5	0	0
<b>Total</b>	<b>145.6</b>	<b>106</b>	<b>37.3</b>	<b>37.3</b>

### Detailed Tax wise Analysis

**Direct Taxes:** The direct taxes have contributed 39% in the total tax receipts collected during FY: 11-12. The net collection stood at Rs. 738.8 billion reflecting a growth of 22.6% over the corresponding period last year. An amount of Rs. 91.6 billion refunds has been paid back to the claimants as against Rs 46.7 billion during FY: 10-11.

If we look at the performance of direct taxes in a historical perspective, the improved tax efforts and effective implementation of tax policy and administrative reforms has geared up

the collection over the years. The share of direct taxes in total federal tax receipts has increased from around 15% in 1989-90 to 32% in FY: 2000-01. It has touched 39% in FY: 11-12 (Graph 2). On the contrary, growth pattern which was uneven but on the rise during the past few years, has declined from 48.3% in FY: 06-07 to 21.5% in FY: 11-12. A number of reasons are there for this slowdown in revenue realization in few years. Apart from general economic slowdown and energy crisis during the period under review, the major setback has been due to reduction in the size of federal PSDP in past years which has adversely affected the revenue realization from WHT on contracts.



It may be recalled that the collection of direct taxes includes income tax and other direct taxes i.e. capital gain tax, worker welfare fund and worker profit participatory fund. The contribution of income tax in total direct taxes has been 97%.

The structure of income tax is based on withholding taxes (WHT), voluntary payments (VP) and collection on demand (COD). The collection during FY: 2011-12 shows that the share of WHT, VP and COD in gross collection has been 51.9%, 29.2% and 16% respectively. Details of these components of income tax are presented in Table 4.

**Table 4: Head-wise Performance of Direct Taxes**

(Rs Million)

	2011-12	2010-11	Change (%)
Voluntary Payments	237,362	196,066	21.1
Collection on Demand	129,954	72,182	80.0
Deductions at Source (WHT)	422,405	357,836	18.0
Miscellaneous	30,975	3,018	926.0
Gross Income Tax	831,908	629,102	29.4
<b>Total Net Direct Taxes</b>	<b>738,822</b>	<b>602,451</b>	<b>22.6</b>

Source: FBR Data Bank

## Analysis of Components of Income Tax

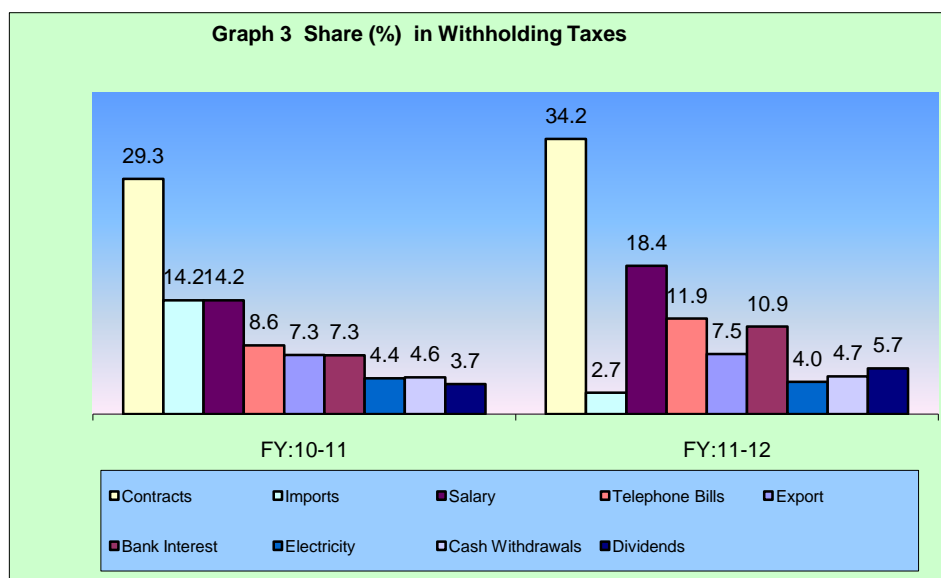
**Voluntary Payments (VP):** This component includes payments with return and advances. Rs 237.3 billion have been generated during FY: 2011-12 as compared to Rs 196.1 billion in the corresponding period last year, 31.2% growth has been witnessed in collection from this important component. Since FY: 2007-08 this important source of revenue is on the declining trend in total share of direct taxes till date mainly due to non effective audits by the department. It may be highlighted that effective audit and punitive action against tax defaulters is the only effective tool in the hand of tax department. Major component of voluntary payment is advance tax where a sum of Rs 222.4 billion has been collected in FY 2011-12 against Rs 184.2 billion in FY: 2010-11. The second component of VP is payment with returns which has increased significantly during the period under review. During FY: 2011-12 Rs 14.9 billion were collected against Rs.11.8 billion in FY: 10-11, indicating a growth of 26.3% (Table 5).

**Table 5: Collection of Income Tax by Voluntary Compliance**  
(Rs .Million)

	Collection 2011-12	Collection 2010-11	Change (%)
Voluntary Payments (A+B)	237,362	196,066	21.1
A) With Returns	14,964	11,852	26.3
B ) Advance Tax	222,398	184,213	20.7

**Withholding Taxes (WHT):** WHT continues to be the leading source of direct tax receipts in view of the large undocumented sector of the economy. However, despite its large contribution, there is ample scope to enhance this collection further. The WHT collection during FY: 11-12 has been Rs 422.4 billion against Rs 357.8 billion during FY: 10-11 indicating a healthy growth of 18%. The nine major withholding taxes contributed around 90% of total WHT collection. These are: contracts, imports, salary, telephone, export, bank interest/securities, cash withdrawal, dividends and electricity. The share of each category is given in Graph 3.





On the other hand, the highest growth in WHT collection has been from dividend (46.8%), bank interest (43.4%), salary (25.8%), imports (28.5%), exports (-3.3%), telephone (33.9%). The highest growth registered in collection from dividend is due to record growth in respect of disbursement of profits by the companies to their shareholders. The main reason is that the investment opportunity are shrinking down due to economic uncertainty and deteriorating economic indicators therefore, companies are not investing in new ventures and also are not retaining profit rather they are disbursing it. Similarly, the reason of 25.8% growth in collection from salary is due to increase in the pay package of employees. Likewise, growth of 28.5% from imports is mainly on account of increase in the volume of imports in the country. The higher growth of 43.4% in bank interest and securities is due to the reason that people are reluctant in investing in industrial sector/commerce & trade etc. rather they are waiting for conducive environment for safe investment. There has been modest growth of 7.2% in the major revenue spinner i.e. contracts as a result of economy cut on the size of federal PSDP.

**Table 6: Deductions at Source:**  
**A Comparison of FY: 11-12 & FY: 10-11 Collection**  
*(Rs .Million)*

	2011-12	2010-11	Change (%)
Contracts	106,489	99,240	7.2
Imports	85,334	66,399	28.5
Salary	57,338	45,581	25.8
Telephone	36,921	27,566	33.9
Exports	23,277	24,060	-3.3
Bank Interest	33,823	23,584	43.4
Cash Withdrawal	12,538	10,630	17.9
Electricity	14,635	14,313	2.3
Dividend	17,620	12,003	46.8
<b>Sub-Total</b>	<b>387,979</b>	<b>322,986</b>	<b>19.9</b>
<b>Other WHT</b>	<b>34,426</b>	<b>34,850</b>	<b>0.1</b>
<b>Total WHT</b>	<b>422,405</b>	<b>357,836</b>	<b>18</b>

*Source: FBR Data Bank*

**Sales Tax:** GST is the major revenue generating sources of federal tax receipts. It constitutes around 43% of the total net revenue collection during the FY 2011-12. The gross and net sales tax collection during the year has been Rs 850.1 billion and Rs 804.8 billion, respectively, showing growth of 24.3% and 27.1% over the corresponding period of PFY. Of net collection, more than half of total sales tax is contributed by sales tax on domestic goods and services while the rest originates from imports. Within net domestic sales tax collection, major contribution has come from POL products, telecom, natural gas, services, fertilizer, sugar and cigarettes etc. On the other hand, POL products, edible oil, plastic resins, vehicles, iron & steel and machinery have made major contribution in the collection of Sales tax from imports. Month-wise details of Sales tax collection have been presented in Table 7. It is evident from the monthly collection trend that despite shifting of number of services to the Sindh province during CFY, the net collection has registered vibrant growths throughout the year except May, 2012 where there has been negative growth but the same has been compensated in June, 2012 where 17.8% growth has been recorded.

**Table 7: Sales Taxes Gross and Net Revenue Receipts:***( Rs. Million)*

Months	F.Y 11-12		F.Y 10-11		Growth (%)	
	Gross	Net	Gross	Net	Gross	Net
July	66,668	61,674	42,902	40,800	55.4	51.2
August	66,572	64,395	54,163	51,568	22.9	24.9
September	63,134	59,248	45,409	41,333	39.0	43.3
October	66,333	63,726	54,011	46,784	22.8	36.2
November	65,285	61,006	49,826	46,207	31.0	32.0
December	75,115	70,957	58,907	55,911	27.5	26.9
January	70,839	65,578	52,349	46,579	35.3	40.8
February	60,631	57,066	49,201	44,994	23.2	26.8
March	68,745	64,734	51,940	48,495	32.4	33.5
April	69,839	66,865	56,695	52,300	23.4	27.8
May	79,672	75,734	83,971	78,681	-5.1	-3.7
June	97,314	93,863	84,918	79,705	14.6	17.8
<b>July-June</b>	<b>850,148</b>	<b>804,846</b>	<b>684,192</b>	<b>633,357</b>	<b>24.3</b>	<b>27.1</b>

It is manifested from data that growth under sales tax import has been 39.4% both at gross and net term, whereas due to sluggish growth in the economy and payment of refund by Rs.45.3 billion, has restricted its growth to 27.1% in net term .

**Table 8: Collection and Growth of GST: FY: 2011-12***(Rs Billion)*

Heads	2011-12		2010-11			Growth (%)			
	Gross	Refund	Net	Gross	Refund	Net	Gross	Refund	Net
Import	430.4	0.0	430.4	308.7	0.0	308.7	39.4	0.0	39.4
Domestic	419.7	45.3	374.4	375.5	50.8	324.7	11.8	-10.8	15.3
Total	850.1	45.3	804.8	684.2	50.8	633.4	24.3	-10.9	27.1

*Source: FBR Data Bank*

**Sales Tax Domestic Collection and Major Revenue Spinners:** The collection of sales tax has been highly concentrated in few commodities. This is confirmed by the fact that only petroleum products and telecom sector contribute more than 50% of the total sales tax domestic. Major ten commodities contribute 82.6% of the total net sales tax from domestic. Detail of major revenue spinners is presented in Table 9.

**Table 9: Comparison of Sales Tax Domestic (Net) Collection  
by Major Commodity: FY: 11-12 & FY: 10-11**

*(Rs Million)*

Major Commodities	2011-12	2010-11	Growth (%)	Share (%) 11-12	Share (%) 10-11
POL Products	150,380	153,276	-1.9	40.0	47.2
Telecom Sector	49,132	52,657	-6.7	13.1	16.2
Natural Gas	29,240	17,190	70.1	7.8	5.3
Other Services	17,410	20,655	-15.7	4.6	6.4
Fertilizer	13,198	3,796	247.7	3.5	1.2
Sugar	12,732	7,275	75.0	3.4	2.2
Cigarettes	12,522	11,527	8.6	3.3	3.5
Electrical Energy	9,841	8,190	20.2	2.6	2.5
Beverages	8,432	8,342	1.1	2.2	2.6
Cement	8,049	4,862	65.5	2.1	1.5
<b>Sub-Total</b>	<b>310,936</b>	<b>287,770</b>	<b>8.1</b>	<b>82.6</b>	<b>88.6</b>
Others	65,308	36,939	71.9	17.4	11.4
<b>Total</b>	<b>374,443</b>	<b>324,709</b>	<b>15.3</b>	<b>100.0</b>	<b>100.0</b>

*Source: FBR Data Bank*

Petroleum has been the top revenue generation source of sales tax domestic and contributed around 40% of the total sales tax domestic during 2011-12. Its collection has negatively grown by 1.9%. Main reason of negative growth is attributed to decline in international price of oil during CFY as compared to past fiscal year. Besides, 120% higher refunds have been paid back to the oil sector which has adversely impacted the net revenues.

The collection from telecom sector has exhibited negative growth of 6.7% mainly due to shifting of Sindh related telecom sector to the province of Sindh effective from July 2011. The Sindh Revenue Board (SRB) has been entrusted to collect sales tax on telecom sector in the province. As far as natural gas is concerned; the gross collection has grown by 24.3% but due to less payments of refunds to the tune of 58% has pushed the growth in net collection to over 70%.

The services excluding telecom sector is the fourth major revenue generation source of sales tax domestic. The gross and net collection under this head has been Rs 17.5 billion and 17.4 billion respectively. However, due to shifting of number of services like hotel and restaurants, advertisements, courier services and customs agents etc. to the province of Sindh during CFY, resultantly negative growth in services has been witnessed. The collection from fertilizer sector has markedly improved and has registered a growth of 247% during CFY. This is mainly due to withdrawal of sales tax exemption from this sector.

The collection from cigarette sector grew by only 8.6% during FY: 2011-12. The growth seems below the expectation, as the rate of FED was also revised upward in the Budget FY:2011-12. On the other hand, the production grew marginally which is also one of the reasons for low growth. The collection from beverages has attained a modest growth of 1.1% which is mainly attributed to decline in effective rate during 2011-12. The collection realized from sugar has increased by 75% mainly due to increased effective rate to 6% in CFY as compared to 2% in the corresponding period of last year. The revenue fetched from cement reflected a considerable growth of 65.6% due to improvement in the taxable sales by 35.2% during FY: 2011-12.

***Sales Tax at Import Stage:*** Sales tax on imports is a significant component of federal tax receipts. The collection of sales tax has posted an increase of 39.4% during 2011-12 mainly due to withdrawal of exemptions on certain commodities and 16% growth registered in the value of imports during the year. Major 10 commodities of sales tax import have contributed 76% of the total sales tax collection (Table 10).

Like sales tax domestic, petroleum is also a leading source of sales tax collection at import stage. The collection of sales tax from petroleum reflected a growth of 42.3%. Although imports from petroleum products grew by 31% but main driver behind this growth is import of crude oil which is zero rated. Thus, growth in the collection of sales tax from petroleum is not matching with the overall growth in the imports of petroleum products.

The collection of edible oils (Ch:15) has improved by only 22% during 2011-12 due to 20% growth in the import of edible oil. Plastic is the third major revenue generation source of sales tax. It has contributed 6% of the total sales tax on imports. As far as automobile is concerned, around 42% growth in the collection of sales tax from imports of automobile has been recorded during 2011-12. The value of imports of automobile grew by only 37% during this period. Thus growth in revenue collection is almost aligned with growth in the value of import.

**Table 10: Collection of Sales Tax (Import) from Major Items***(Rs Million)*

Description	2011-12	2010-11	Growth (%)	Share (%) 2011-12	Share (%) 2010-11
POL Products (27)	157,278	110,543	42.3	36.3	35.8
Edible Oil (15)	34,898	28,598	22.0	8.1	9.3
Plastic (39)	26,102	24,575	6.2	6.0	8.0
Vehicles and Parts (87)	28,100	19,795	42.0	6.5	6.4
Iron and Steel (72)	21,809	19,010	14.7	5.0	6.2
Mechanical Machinery (84)	22,638	12,640	79.1	5.2	4.1
Electrical Machinery (85)	14,099	9,664	45.9	3.3	3.1
Organic Chemicals (29)	9,582	8,374	14.4	2.2	2.7
Paper & P. Board (48)	7,377	7,964	-7.4	1.7	2.6
Tea & Coffee (09)	5,654	5,879	-3.8	1.3	1.9
<b>Sub Total</b>	<b>327,537</b>	<b>247,042</b>	<b>32.6</b>	<b>75.6</b>	<b>80.0</b>
Other	105,537	61,652	71.2	24.4	20.0
<b>Gross</b>	<b>430,410</b>	<b>308,694</b>	<b>39.4</b>	<b>100</b>	<b>100</b>
Refund/Rebate	7	46	-82.7		
<b>Net</b>	<b>430,403</b>	<b>308,648</b>	<b>39.4</b>		

***Customs Duty***

Customs duty is levied on dutiable imports and contributing significantly to the national exchequer. In fact, it has contributed around 12% in federal tax receipts during 2011-12. Apart from tariff peaks, there have been 8 slabs of customs duty rates applicable during 2011-12 i.e. 0%, 5%, 10%, 15%, 20%, 25%, 30% and 35%. Apart from these slabs, there are tariff peaks applied on automobile and alcoholic beverages. There is an escalated tariff in Pakistan i.e. 0-5% applied on primary goods, 10-20% on intermediate goods and 25% & above on finished goods. Dutiable imports constituted around 40% of the total imports during 2011-12. This reflects that 60% of the total imports have been duty free during 2011-12 mainly through SROs. This phenomenon can also be viewed in the context of growth in the value of total imports during 2011-12 by 16% while dutiable imports grew by only 6%. The gross and net collection of customs duty has been Rs 225.4 billion and Rs 216.9 billion respectively during 2011-12. The difference between the gross and net collection is the refund/rebate payment. In fact, Rs.8.5 billion has been paid back as refunds/rebates during 2011-12 against the same payments in the corresponding period of last year. The net collection of customs duty yielded a growth of 17.3%. The target allocated to the customs duty for 2011-12 was Rs 215 billion which was surpassed by 0.9%.

It is encouraging that receipts of customs duty exhibited a double digit monthly growth throughout the year except July, 2012 where lesser dutiable imports of mechanical

machinery and petroleum products affected the collection. Month-wise details of customs duty have been given in Table 11

**Table 11: Customs duty Gross and Net Revenue Receipts**

(Rs. Million)

Months	F.Y 11-12		F.Y 10-11		F.Y 10-11	
	Gross	Net	Gross	Net	Gross	Net
July	13201	11968	11,879	10,953	11.1	9.3
August	15255	14175	12,960	12,044	17.7	17.7
September	17125	16368	15,077	14,168	13.6	15.5
October	15455	14516	13,106	12,303	17.9	18.0
November	16752	15825	14,220	13,378	17.8	18.3
December	21576	20861	17,858	17,181	20.8	21.4
January	17949	17205	15,068	14,410	19.1	19.4
February	17393	16634	14,651	13,949	18.7	19.2
March	21634	20995	18,633	18,387	16.1	14.2
April	18251	17940	15,595	14,663	17.0	22.3
May	20779	20517	18,431	17,701	12.7	15.9
June	29981	29894	25,902	25,716	15.7	16.2
<b>July-June</b>	<b>225,351</b>	<b>218,215</b>	<b>193,380</b>	<b>184,853</b>	<b>16.5</b>	<b>17.3</b>

*Performance of Major Revenue Spinners of Customs:* There is a considerable degree of concentration of collection of customs duty in few items; only five items i.e. vehicles, petroleum products, edible oils, mechanical machinery and electrical machinery contributed 48.2% of the total collection during 2011-12. Similarly, 58.2% of the total collection of customs duty has been realized from 10 major commodities groups (PCT chapters). The collection of customs duty from these fifteen leading commodities (Chapters) is highlighted in Table 11.

Automobile (Ch: 87) is the top revenue spinner of customs duty which constituted 19% of the total customs duty collected during 2011-12. The collection of automobile grew by 53.4% during 2011-12 due to growth of 37.2% in the value of dutiable imports. The customs duty mainly emanated from motor cars (87.03) which are subject to tariff peaks. Dutiable imports of motor car etc has considerably improved by 51.4% which has vastly improved the collection from Rs.18.4 billion from 2010-11 to Rs. 33.5 billion during 2011-12. The commendable performance of customs duty from automobile sector has improved the share of 14.5% during 2010-11 to 19% in 2011-12.

Petroleum products have been the second major revenue source of customs duty. Some of the major petroleum items like crude oil, furnace oil, motor spirit, jp-1 etc are exempt from customs duty. Overall imports of petroleum products (CH:27) grew substantially by 31.1% while dutiable imports have recorded negative growth by 15.3%. This decline in the dutiable imports has resulted in drop of customs duty from POL by 18%. The customs duty

from petroleum products mainly depend on the level of contribution by High Speed Diesel Oil (HSD). In fact, the value of imports of HSD has come down considerably by 17.2% and its collection has also recorded decrease by 19%. In fact, the imported quantity of HSD has dropped by 14% which has largely affected its collection. The decline in the collection of HSD has lowered the share of petroleum products from 11% in 2010-11 to around 7% in 2011-12.

Edible oils are the third major source of revenue generation of customs duty. Edible oils are subject to specific customs duty rates. During 2011-12, a growth of 6.7% in the collection of customs duty from edible was recorded as compared to FY: 2010-11. The major contribution in the collection of customs duty comes from the imports of palm oils. The collection from palm oil has significantly dropped from Rs.9.8 billion during 2010-11 to Rs. 6.3 billion in 2011-12 due to decline in the imported quantity by 35%. This decline has largely compensated by R.B.D palm oil. Its collection has increased robustly by 612% from Rs 0.7 billion in 2010-11 to Rs 5.1 billion during 2011-12 due to exceedingly higher growth of 643% in the imported quantity.

The dutiable imports of mechanical machinery (CH:84) has grown modestly by 6.8% while collection of customs duty from this item grew by 6.2%. On the other hand collection of customs duty from electrical machinery has increased by 4.2% while its dutiable imports improved by 12.7%. This mismatch is mainly due to only 2% growth in the collection of import of mobile phones while its value of import grew by 9.9%. Moreover, decline in the collection of motor heaters and board, console, disc etc have also contributed in lesser collection due to decline in dutiable imports.

The collection of plastic items has declined by 0.3% due to low growth of 1.3% in its dutiable imports during 2011-12. As far as iron and steel (Ch: 72) is concerned, the collection recorded a low growth of 3.2% against 11.8% growth in dutiable imports. This conspicuous mismatch mainly caused by higher dutiable imports of flat-rolled products of iron or non alloy (PCT 72.08) by 66.9% during 2011-12 and its collection grew only by 19%. The remaining three major revenue spinners of customs duty have recorded negative growth in 2011-12 as a result of declined in their dutiable imports.



**Table 12: Details of Collection of Customs duty during 2010-11***(Rs Million)*

Description	2011-12	2010-11	Growth (%)	Share	Share
				(%) 2011-12	(%) 2010-11
1.Vehicles and Parts (87)	43,090	28097	53.4	19.0	14.5
2. POL Products (27)	17,554	21402	-18.0	7.7	11.1
3.Edible Oil (15)	18,417	17263	6.7	8.1	8.9
4.Mechanical Machinery (84)	11,606	10929	6.2	5.1	5.7
5.Electrical Machinery (85)	9,928	9528	4.2	4.4	4.9
6.Plastic (39)	8,807	8832	-0.3	3.9	4.6
7.Iron and steel (72)	7,813	7574	3.2	3.4	3.9
8..Paper & P. Board (48)	6,574	7277	-9.7	2.9	3.8
9.Textile material (54)	4,289	4453	-3.7	1.9	2.3
10.Organic Chemical (29)	3,873	3923	-1.3	1.7	2.0
<b>Sub Total</b>	<b>131,951</b>	<b>134,236</b>	<b>-1.7</b>	<b>58.2</b>	<b>69.4</b>
Other	94,717	59,144	60.1	41.8	30.6
<b>Gross</b>	<b>225,351</b>	<b>193,380</b>	<b>16.5</b>	<b>100</b>	<b>100</b>
Refund/Rebate	8,453	8,527	-0.9		
<b>Net</b>	<b>216,898</b>	<b>184,853</b>	<b>16.5</b>		

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

Federal excise duty is levied at import and domestic stages. The major portion of the receipts emanates from domestic sector. The base of the federal excise duty is quite narrow and is limited to few commodities. Federal excise duty has contributed around 7% of total tax collection during 2011-12. The tax collection realized has been Rs 122.5 billion in 2011-12 as compared to Rs 137.4 billion in 2010-11 yielding a negative growth of 10.8%. Month wise collection is depicted in Table 12. The major reasons for negative growth were the abolition of SED and reduction in the rates of beverages and cement.

A positive growth has been witnessed in the months of July, January and March, whereas growth in all other months was negative. Quarter-wise data reveals that first and third quarters recorded a positive growth whereas negative growth was recorded in second and fourth quarters.

**Table 13: Month-wise Collection of FED***(Rs. Million)*

Months	2011-12	2010-11	Growth (%)
July	9,668	7,293	32.6
August	9,867	10,322	-4.4
September	8,900	9,296	-4.3
<i>Quarter 1</i>	<i>28,435</i>	<i>26,911</i>	<i>5.7</i>
October	8,507	10,242	-16.9
November	9,596	10,779	-11.0
December	6,913	10,215	-32.3
<i>Quarter 2</i>	<i>25,016</i>	<i>31,236</i>	<i>-19.9</i>
January	11,640	10,564	10.2
February	8,453	9,761	-13.4
March	11,261	10,616	6.1
<i>Quarter 3</i>	<i>31,354</i>	<i>30,941</i>	<i>1.3</i>
April	10,752	13,088	-17.8
May	13,393	16,246	-17.6
June	13,510	18,931	-22.0
<i>Quarter 4</i>	<i>37,655</i>	<i>48,265</i>	<i>-22.0</i>
<b>July-June</b>	<b>122,460</b>	<b>137,353</b>	<b>-10.8</b>

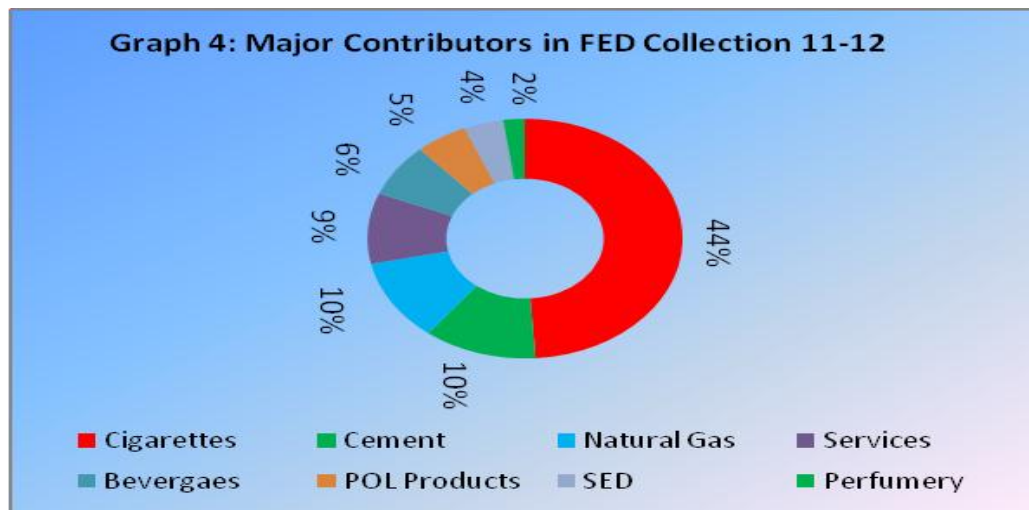
### ***Analysis of Major Commodities of FED***

Among major items, cigarette has been the top most revenue generator with 44% share in FED collection, followed by cement (10%), natural gas (10%), services (8%), beverages (6%), POL products (5%) and perfumery (2%). Only eight major spinners of FED contributed 90% of the total FED collection.

**Table 14: FED Collection from Major Commodities**  
**FY: 11-12 and FY: 10-11**

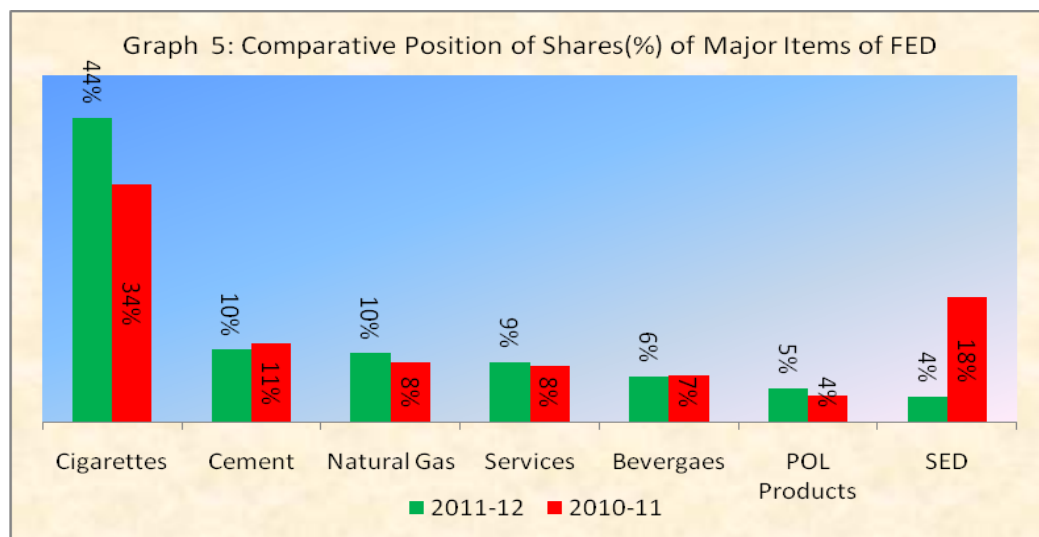
*(Rs Million)*

Heads	Collection		Growth (%)
	2011-12	2010-11	
Cigarettes	53,492	47,070	13.6
Cement	12,686	15,469	-18.0
Natural Gas	12,105	11,656	3.9
Services	10,425	11,023	-5.4
Beverages	7,920	9,148	-13.4
POL Products	5,839	5,120	14.0
SED	4,440	24,613	-82.0
Perfumery	2,413	2,024	19.2
<b>Sub-total</b>	<b>109,320</b>	<b>126,123</b>	<b>-13.3</b>
Others	12,248	11,231	13.0
<b>Grand total</b>	<b>122,460</b>	<b>137,354</b>	<b>-10.8</b>



Cigarette is the most prolific revenue generation source of collection of FED. The collection of cigarettes has exhibited a growth of 13.6%, POL products by 14% and natural gas by 3.9% during 2011-12. On the other hand, during the same period collection of beverages declined by 13.4%, cement by 18% and services by -5.4%. As far as SED is concerned, 82% decline was recorded due to its abolition in Budget 2011-12.

The share of cigarettes has gone up from 34% in 2010-11 to 44% in 2011-12, Natural gas from 8% to 10% and POL 4% to 5% (Graph 5). The share of beverages and cement has declined from 7% to 6% and 11% to 10% respectively during the same period.



## Conclusion / Way forward

It is heartening that despite all odds and overall economic slowdown FBR has been able to collect Rs. 1,883 billion in fiscal year 2011-12. Overall target has been met to the extent of around 97%. The target of Rs. 2,381 billion set for FY: 2012-13 is challenging as about 27% growth over the PFY collection would be required to achieve the target. Keeping in

view the huge target, FBR field formations have to strive hard and make all out efforts to achieve the revenue target of Rs.2, 381 billion for the CFY.

The FBR management is confident that despite all challenges, close liaison with the stakeholders, the organization will establish a progressive, credible and trustworthy image and will improve revenues through providing quality facilitation services and a tax-compliant culture. The efforts will be supported by automation of the tax system. The integrated Tax Management System will provide assistance to all collectors and policymakers to deal with revenue collection. There will be focus on broadening of tax base and effective audit and enforcement for more resource generation.

# **STATISTICAL APPENDIX**

Comparative Statements of

Month – to – Month and Progressive

Collection for the period 2011-12 & 2010-11

### Total Taxes

(Rs. in million )

MONTHS		Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	162,084	49,808	112,276	87,371	10,223	77,148	74,713	39,585	35,128	85.5	387.2	45.5
AUGUST	M	125,424	4,918	120,506	105,935	5,995	99,940	19,489	-1,077	20,566	18.4	-18.0	20.6
	P	287,508	54,726	232,782	193,306	16,218	177,088	94,202	38,508	55,694	48.7	237.4	31.4
SEPTEMBER	M	154,421	6,398	148,023	123,005	6,598	116,407	31,416	-200	31,616	25.5	-3.0	27.2
1st Quarter		441,929	61,124	380,805	316,311	22,816	293,495	125,618	38,308	87,310	39.7	167.9	29.7
OCTOBER	M	132,591	6,183	126,408	114,354	10,807	103,547	18,237	-4,624	22,861	15.9	-42.8	22.1
	P	574,520	67,307	507,213	430,665	33,623	397,042	143,855	33,684	110,171	33.4	100.2	27.7
NOVEMBER	M	139,028	7,180	131,848	110,108	7,076	103,032	28,920	104	28,816	26.3	1.5	28.0
	P	713,548	74,487	639,061	540,773	40,699	500,074	172,775	33,788	138,987	31.9	83.0	27.8
DECEMBER	M	213,805	12,129	201,676	168,462	6,882	161,580	45,343	5,247	40,096	26.9	76.2	24.8
2nd Quarter		485,424	25,492	459,932	392,924	24,765	368,159	92,500	727	91,773	23.5	2.9	24.9
Upto 2nd Qtr		927,353	86,616	840,737	709,235	47,581	661,654	218,118	39,035	179,083	30.8	82.0	27.1
JANUARY	M	150,311	14,308	136,003	120,054	11,641	108,413	30,257	2,667	27,590	25.2	22.9	25.4
	P	1,077,664	100,924	976,740	829,289	59,222	770,067	248,375	41,702	206,673	30.0	70.4	26.8
FEBRUARY	M	143,362	9,974	133,388	113,662	7,752	105,910	29,700	2,222	27,478	26.1	28.7	25.9
	P	1,221,026	110,898	1,110,128	942,951	66,974	875,977	278,075	43,924	234,151	29.5	65.6	26.7
MARCH	M	178,473	8,204	170,269	149,372	5,200	144,172	29,101	3,004	26,097	19.5	57.8	18.1
3rd Quarter		472,146	32,486	439,660	383,088	24,593	358,495	89,058	7,893	81,165	23.2	32.1	22.6
Upto 3rd Qtr		1,399,499	119,102	1,280,397	1,092,323	72,174	1,020,149	307,176	46,928	260,248	28.1	65.0	25.5
APRIL	M	151,843	6,048	145,795	137,143	7,457	129,686	14,700	-1,409	16,109	10.7	-18.9	12.4
	P	1,551,342	125,150	1,426,192	1,229,466	79,631	1,149,835	321,876	45,519	276,357	26.2	57.2	24.0
MAY	M	191,457	9,692	181,765	172,890	13,267	159,623	18,567	-3,575	22,142	10.7	-26.9	13.9
	P	1,742,799	134,842	1,607,957	1,402,356	92,898	1,309,458	340,443	41,944	298,499	24.3	45.2	22.8
JUNE	M	285,781	10,712	275,069	261,699	13,143	248,556	24,082	-2,431	26,513	9.2	-18.5	10.7
4th Quarter		629,081	26,452	602,629	571,732	33,867	537,865	57,349	-7,415	64,764	10.0	-21.9	12.0
Annual		2,028,582	145,556	1,883,026	1,664,057	106,043	1,558,014	364,525	39,513	325,012	21.9	37.3	20.9

(\*) M- Monthly, P-Progressive

**DIRECT TAXES**

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	72,547	43,581	28,966	25,297	7,195	18,102	47,250	36,386	10,864	186.8	505.7	60.0
AUGUST	M	33,730	1,661	32,069	28,490	2,484	26,006	5,240	-823	6,063	18.4	-33.1	23.3
	P	106,277	45,242	61,035	53,787	9,679	44,108	52,490	35,563	16,927	97.6	367.4	38.4
SEPTEMBER	M	65,262	1,755	63,507	53,223	1,613	51,610	12,039	142	11,897	22.6	8.8	23.1
1st Quarter		171,539	46,997	124,542	107,010	11,292	95,718	64,529	35,705	28,824	60.3	316.2	30.1
OCTOBER	M	42,296	2,637	39,659	36,995	2,777	34,218	5,301	-140	5,441	14.3	-5.0	15.9
	P	213,835	49,634	164,201	144,005	14,069	129,936	69,830	35,565	34,265	48.5	252.8	26.4
NOVEMBER	M	47,395	1,974	45,421	35,283	2,615	32,668	12,112	-641	12,753	34.3	-24.5	39.0
	P	261,230	51,608	209,622	179,288	16,684	162,604	81,942	34,924	47,018	45.7	209.3	28.9
DECEMBER	M	110,200	7,255	102,945	81,481	3,208	78,273	28,719	4,047	24,672	35.2	126.2	31.5
2nd Quarter		199,891	11,866	188,025	153,759	8,600	145,159	46,132	3,266	42,866	30.0	38.0	29.5
Upto 2nd Qtr		371,430	58,863	312,567	260,769	19,892	240,877	110,661	38,971	71,690	42.4	195.9	29.8
JANUARY	M	49,664	8,084	41,580	42,074	5,214	36,860	7,590	2,870	4,720	18.0	55.0	12.8
	P	421,094	66,947	354,147	302,843	25,106	277,737	118,251	41,841	76,410	39.0	166.7	27.5
FEBRUARY	M	56,885	5,650	51,235	40,049	2,843	37,206	16,836	2,807	14,029	42.0	98.7	37.7
	P	477,979	72,597	405,382	342,892	27,949	314,943	135,087	44,648	90,439	39.4	159.7	28.7
MARCH	M	76,833	3,554	73,279	68,183	1,509	66,674	8,650	2,045	6,605	12.7	135.5	9.9
3rd Quarter		183,382	17,288	166,094	150,306	9,566	140,740	33,076	7,722	25,354	22.0	80.7	18.0
Upto 3rd Qtr		554,812	76,151	478,661	411,075	29,458	381,617	143,737	46,693	97,044	35.0	158.5	25.4
APRIL	M	53,001	2,763	50,238	51,866	2,231	49,635	1,135	532	603	2.2	23.8	1.2
	P	607,813	78,914	528,899	462,941	31,689	431,252	144,872	47,225	97,647	31.3	149.0	22.6
MAY	M	77,595	5,474	72,121	54,240	7,245	46,995	23,355	-1,771	25,126	43.1	-24.4	53.5
	P	685,408	84,388	601,020	517,181	38,934	478,247	168,227	45,454	122,773	32.5	116.7	25.7
JUNE	M	144,975	7,173	137,802	131,948	7,744	124,204	13,027	-571	13,598	9.9	-7.4	10.9
4th Quarter		275,571	15,410	260,161	238,054	17,220	220,834	37,517	-1,810	39,327	15.8	-10.5	17.8
Annual		830,383	91,561	738,822	649,129	46,678	602,451	181,254	44,883	136,371	27.9	96.2	22.6

# INDIRECT TAXES

(Rs Million)

MONTHS		Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
	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	89,537	6,227	83,310	62,074	3,028	59,046	27,463	3,199	24,264	44.2	105.6	41.1
AUGUST	M	91,694	3,257	88,437	77,445	3,511	73,934	14,249	-254	14,503	18.4	-7.2	19.6
	P	181,231	9,484	171,747	139,519	6,539	132,980	41,712	2,945	38,767	29.9	45.0	29.2
SEPTEMBER	M	89,159	4,643	84,516	69,782	4,985	64,797	19,377	-342	19,719	27.8	-6.9	30.4
1st Quarter		270,390	14,127	256,263	209,301	11,524	197,777	61,089	2,603	58,486	29.2	22.6	29.6
OCTOBER	M	90,295	3,546	86,749	77,359	8,030	69,329	12,936	-4,484	17,420	16.7	-55.8	25.1
	P	360,685	17,673	343,012	286,660	19,554	267,106	74,025	-1,881	75,906	25.8	-9.6	28.4
NOVEMBER	M	91,633	5,206	86,427	74,825	4,461	70,364	16,808	745	16,063	22.5	16.7	22.8
	P	452,318	22,879	429,439	361,485	24,015	337,470	90,833	-1,136	91,969	25.1	-4.7	27.3
DECEMBER	M	103,605	4,874	98,731	86,981	3,674	83,307	16,624	1,200	15,424	19.1	32.7	18.5
2nd Quarter		285,533	13,626	271,907	239,165	16,165	223,000	46,368	-2,539	48,907	19.4	-15.7	21.9
Upto 2nd Qtr		555,923	27,753	528,170	448,466	27,689	420,777	107,457	64	107,393	24.0	0.2	25.5
JANUARY	M	100,647	6,224	94,423	77,981	6,428	71,553	22,666	-204	22,870	29.1	-3.2	32.0
	P	656,570	33,977	622,593	526,447	34,117	492,330	130,123	-140	130,263	24.7	-0.4	26.5
FEBRUARY	M	86,477	4,324	82,153	73,613	4,909	68,704	12,864	-585	13,449	17.5	-11.9	19.6
	P	743,047	38,301	704,746	600,060	39,026	561,034	142,987	-725	143,712	23.8	-1.9	25.6
MARCH	M	101,640	4,650	96,990	81,189	3,691	77,498	20,451	959	19,492	25.2	26.0	25.2
3rd Quarter		288,764	15,198	273,566	232,783	15,028	217,755	55,981	170	55,811	24.0	1.1	25.6
Upto 3rd Qtr		844,687	42,951	801,736	681,249	42,717	638,532	163,438	234	163,204	24.0	0.5	25.6
APRIL	M	98,843	3,286	95,557	85,278	5,227	80,051	13,565	-1,941	15,506	15.9	-37.1	19.4
	P	943,530	46,237	897,293	766,527	47,944	718,583	177,003	-1,707	178,710	23.1	-3.6	24.9
MAY	M	113,862	4,218	109,644	118,650	6,022	112,628	-4,788	-1,804	-2,984	-4.0	-30.0	-2.6
	P	1,057,392	50,455	1,006,937	885,177	53,966	831,211	172,215	-3,511	175,726	19.5	-6.5	21.1
JUNE	M	140,806	3,539	137,267	129,751	5,399	124,352	11,055	-1,860	12,915	8.5	-34.5	10.4
4th Quarter		353,511	11,043	342,468	333,679	16,648	317,031	19,832	-5,605	25,437	5.9	-33.7	8.0
Annual		1,198,198	53,994	1,144,204	1,014,928	59,365	955,563	183,270	-5,371	188,641	18.1	-9.0	19.7



**SALES TAX (TOTAL)**

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	66,668	4,994	61,674	42,902	2,102	40,800	23,766	2,892	20,874	55.4	137.6	51.2
AUGUST	M	66,572	2,177	64,395	54,163	2,595	51,568	12,409	-418	12,827	22.9	-16.1	24.9
	P	133,240	7,171	126,069	97,065	4,697	92,368	36,175	2,474	33,701	37.3	52.7	36.5
SEPTEMBER	M	63,134	3,886	59,248	45,409	4,076	41,333	17,725	-190	17,915	39.0	-4.7	43.3
1st Quarter		196,374	11,057	185,317	142,474	8,773	133,701	53,900	2,284	51,616	37.8	26.0	38.6
OCTOBER	M	66,333	2,607	63,726	54,011	7,227	46,784	12,322	-4,620	16,942	22.8	-63.9	36.2
	P	262,707	13,664	249,043	196,485	16,000	180,485	66,222	-2,336	68,558	33.7	-14.6	38.0
NOVEMBER	M	65,285	4,279	61,006	49,826	3,619	46,207	15,459	660	14,799	31.0	18.2	32.0
	P	327,992	17,943	310,049	246,311	19,619	226,692	81,681	-1,676	83,357	33.2	-8.5	36.8
DECEMBER	M	75,115	4,158	70,957	58,907	2,996	55,911	16,208	1,162	15,046	27.5	38.8	26.9
2nd Quarter		206,733	11,044	195,689	162,744	13,842	148,902	43,989	-2,798	46,787	27.0	-20.2	31.4
Upto 2nd Qtr		403,107	22,101	381,006	305,218	22,615	282,603	97,889	-514	98,403	32.1	-2.3	34.8
JANUARY	M	70,839	5,261	65,578	52,349	5,770	46,579	18,490	-509	18,999	35.3	-8.8	40.8
	P	473,946	27,362	446,584	357,567	28,385	329,182	116,379	-1,023	117,402	32.5	-3.6	35.7
FEBRUARY	M	60,631	3,565	57,066	49,201	4,207	44,994	11,430	-642	12,072	23.2	-15.3	26.8
	P	534,577	30,927	503,650	406,768	32,592	374,176	127,809	-1,665	129,474	31.4	-5.1	34.6
MARCH	M	68,745	4,011	64,734	51,940	3,445	48,495	16,805	566	16,239	32.4	16.4	33.5
3rd Quarter		200,215	12,837	187,378	153,490	13,422	140,068	46,725	-585	47,310	30.4	-4.4	33.8
Upto 3rd Qtr		603,322	34,938	568,384	458,708	36,037	422,671	144,614	-1,099	145,713	31.5	-3.0	34.5
APRIL	M	69,840	2,975	66,865	56,595	4,295	52,300	13,245	-1,320	14,565	23.4	-30.7	27.8
	P	673,162	37,913	635,249	515,303	40,332	474,971	157,859	-2,419	160,278	30.6	-6.0	33.7
MAY	M	79,672	3,938	75,734	83,971	5,290	78,681	-4,299	-1,352	-2,947	-5.1	-25.6	-3.7
	P	752,834	41,851	710,983	599,274	45,622	553,652	153,560	-3,771	157,331	25.6	-8.3	28.4
JUNE	M	97,314	3,451	93,863	84,918	5,213	79,705	12,396	-1,762	14,158	14.6	-33.8	17.8
4th Quarter		246,826	10,364	236,462	225,484	14,798	210,686	21,342	-4,434	25,776	9.5	-30.0	12.2
Annual		850,148	45,302	804,846	684,192	50,835	633,357	165,956	-5,533	171,489	24.3	-10.9	27.1

## SALES TAX (IMPORTS)

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	37,311	1	37,310	20,670	3	20,667	16,641	-2	16,643	80.5	-66.7	80.5
AUGUST	M	34,150	1	34,149	22,820	0	22,820	11,330	1	11,329	49.6	#DIV/0!	49.6
	P	71,461	2	71,459	43,490	3	43,487	27,971	-1	27,972	64.3	-33.3	64.3
SEPTEMBER	M	32,663		32,663	20,470	0	20,470	12,193	0	12,193	59.6	#DIV/0!	59.6
1st Quarter		104,124	2	104,122	63,960	3	63,957	40,164	-1	40,165	62.8	-33.3	62.8
OCTOBER	M	33,833	0	33,833	25,136	0	25,136	8,697	0	8,697	34.6	#DIV/0!	34.6
	P	137,957	2	137,955	89,096	3	89,093	48,861	-1	48,862	54.8	-33.3	54.8
NOVEMBER	M	34,903	1	34,902	22,197	0	22,197	12,706	1	12,705	57.2	#DIV/0!	57.2
	P	172,860	3	172,857	111,293	3	111,290	61,567	0	61,567	55.3	0.0	55.3
DECEMBER	M	38,696	1	38,695	30,774	13	30,761	7,922	-12	7,934	25.7	-92.3	25.8
2nd Quarter		107,432	2	107,430	78,107	13	78,094	29,325	-11	29,336	37.5	-84.6	37.6
Upto 2nd Qtr		211,556	4	211,552	142,067	16	142,051	69,489	-12	69,501	48.9	-75.0	48.9
JANUARY	M	36,331	1	36,330	25,610	0	25,610	10,721	1	10,720	41.9	#DIV/0!	41.9
	P	247,887	5	247,882	167,677	16	167,661	80,210	-11	80,221	47.8	-68.8	47.8
FEBRUARY	M	31,323	0	31,323	20,839	23	20,816	10,484	-23	10,507	50.3	-100.0	50.5
	P	279,210	5	279,205	188,516	39	188,477	90,694	-34	90,728	48.1	-87.2	48.1
MARCH	M	33,695		33,695	23,508	5	23,503	10,187	-5	10,192	43.3	-100.0	43.4
3rd Quarter		101,349	1	101,348	69,957	28	69,929	31,392	-27	31,419	44.9	-96.4	44.9
Upto 3rd Qtr		312,905	5	312,900	212,024	44	211,980	100,881	-39	100,920	47.6	-88.6	47.6
APRIL	M	37,487	1	37,486	25,338	1	25,337	12,149	0	12,149	47.9	0.0	47.9
	P	350,392	6	350,386	237,362	45	237,317	113,030	-39	113,069	47.6	-86.7	47.6
MAY	M	38,815	1	38,814	38,311	0	38,311	504	1	503	1.3	#DIV/0!	1.3
	P	389,207	7	389,200	275,673	45	275,628	113,534	-38	113,572	41.2	-84.4	41.2
JUNE	M	41,203	0	41,203	33,021	1	33,020	8,182	-1	8,183	24.8	-100.0	24.8
4th Quarter		117,505	2	117,503	96,670	2	96,668	20,835	0	20,835	21.6	0.0	21.6
Annual		430,410	7	430,403	308,694	46	308,648	121,716	-39	121,755	39.4	-84.8	39.4

**SALES TAX (DOMESTIC)**

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	29,357	4,993	24,364	22,232	2,099	20,133	7,125	2,894	4,231	32.0	137.9	21.0
AUGUST	M	32,422	2,176	30,246	31,343	2,595	28,748	1,079	-419	1,498	3.4	-16.1	5.2
	P	61,779	7,169	54,610	53,575	4,694	48,881	8,204	2,475	5,729	15.3	52.7	11.7
SEPTEMBER	M	30,471	3,886	26,585	24,939	4,076	20,863	5,532	-190	5,722	22.2	-4.7	27.4
1st Quarter		92,250	11,055	81,195	78,514	8,770	69,744	13,736	2,285	11,451	17.5	26.1	16.4
OCTOBER	M	32,500	2,607	29,893	28,875	7,227	21,648	3,625	-4,620	8,245	12.6	-63.9	38.1
	P	124,750	13,662	111,088	107,389	15,997	91,392	17,361	-2,335	19,696	16.2	-14.6	21.6
NOVEMBER	M	30,382	4,278	26,104	27,629	3,619	24,010	2,753	659	2,094	10.0	18.2	8.7
	P	155,132	17,940	137,192	135,018	19,616	115,402	20,114	-1,676	21,790	14.9	-8.5	18.9
DECEMBER	M	36,419	4,157	32,262	28,133	2,983	25,150	8,286	1,174	7,112	29.5	39.4	28.3
2nd Quarter		99,301	11,042	88,259	84,637	13,829	70,808	14,664	-2,787	17,451	17.3	-20.2	24.6
Upto 2nd Qtr		191,551	22,097	169,454	163,151	22,599	140,552	28,400	-502	28,902	17.4	-2.2	20.6
JANUARY	M	34,508	5,260	29,248	26,739	5,770	20,969	7,769	-510	8,279	29.1	-8.8	39.5
	P	226,059	27,357	198,702	189,890	28,369	161,521	36,169	-1,012	37,181	19.0	-3.6	23.0
FEBRUARY	M	29,308	3,565	25,743	28,362	4,184	24,178	946	-619	1,565	3.3	-14.8	6.5
	P	255,367	30,922	224,445	218,252	32,553	185,699	37,115	-1,631	38,746	17.0	-5.0	20.9
MARCH	M	35,050	4,011	31,039	28,432	3,440	24,992	6,618	571	6,047	23.3	16.6	24.2
3rd Quarter		98,866	12,836	86,030	83,533	13,394	70,139	15,333	-558	15,891	18.4	-4.2	22.7
Upto 3rd Qtr		290,417	34,933	255,484	246,684	35,993	210,691	43,733	-1,060	44,793	17.7	-2.9	21.3
APRIL	M	32,353	2,974	29,379	31,257	4,294	26,963	1,096	-1,320	2,416	3.5	-30.7	9.0
	P	322,770	37,907	284,863	277,941	40,287	237,654	44,829	-2,380	47,209	16.1	-5.9	19.9
MAY	M	40,857	3,937	36,920	45,660	5,290	40,370	-4,803	-1,353	-3,450	-10.5	-25.6	-8.5
	P	363,627	41,844	321,783	323,601	45,577	278,024	40,026	-3,733	43,759	12.4	-8.2	15.7
JUNE	M	56,111	3,451	52,660	51,897	5,212	46,685	4,214	-1,761	5,975	8.1	-33.8	12.8
4th Quarter		129,321	10,362	118,959	128,814	14,796	114,018	507	-4,434	4,941	0.4	-30.0	4.3
Annual		419,738	45,295	374,443	375,498	50,789	324,709	44,240	-5,494	49,734	11.8	-10.8	15.3

**FEDERAL EXCISE**

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	9,668		9,668	7,293		7,293	2,375	0	2,375	32.6	-	32.6
AUGUST	M	9,867		9,867	10,322		10,322	-455	0	-455	-4.4	-	-4.4
	P	19,535	0	19,535	17,615	0	17,615	1,920	0	1,920	10.9	-	10.9
SEPTEMBER	M	8,900	0	8,900	9,296	0	9,296	-396	0	-396	-4.3	#DIV/0!	-4.3
1st Quarter		28,435	0	28,435	26,911	0	26,911	1,524	0	1,524	5.7	#DIV/0!	5.7
OCTOBER	M	8,507	0	8,507	10,242	0	10,242	-1,735	0	-1,735	-16.9	-	-16.9
	P	36,942	0	36,942	37,153	0	37,153	-211	0	-211	-0.6	-	-0.6
NOVEMBER	M	9,596	0	9,596	10,779	0	10,779	-1,183	0	-1,183	-11.0	-	-11.0
	P	46,538	0	46,538	47,932	0	47,932	-1,394	0	-1,394	-2.9	-	-2.9
DECEMBER	M	6,914	1	6,913	10,216	1	10,215	-3,302	0	-3,302	-32.3	0.0	-32.3
2nd Quarter		25,017	1	25,016	31,237	1	31,236	-6,220	0	-6,220	-19.9	0.0	-19.9
Upto 2nd Qtr		53,452	1	53,451	58,148	1	58,147	-4,696	0	-4,696	-8.1	0.0	-8.1
JANUARY	M	11,859	219	11,640	10,564	0	10,564	1,295	219	1,076	12.3	-	10.2
	P	65,311	220	65,091	68,712	1	68,711	-3,401	219	-3,620	-4.9	-	-5.3
FEBRUARY	M	8,453	0	8,453	9,761	0	9,761	-1,308	0	-1,308	-13.4	-	-13.4
	P	73,764	220	73,544	78,473	1	78,472	-4,709	219	-4,928	-6.0	-	-6.3
MARCH	M	11,261	0	11,261	10,616	0	10,616	645	0	645	6.1	#DIV/0!	6.1
3rd Quarter		31,573	219	31,354	30,941	0	30,941	632	219	413	2.0	#DIV/0!	1.3
Upto 3rd Qtr		85,025	220	84,805	89,089	1	89,088	-4,064	219	-4,283	-4.6	21,900.0	-4.8
APRIL	M	10,752	0	10,752	13,088	0	13,088	-2,336	0	-2,336	-17.8	#DIV/0!	-17.8
	P	95,777	220	95,557	102,177	1	102,176	-6,400	219	-6,619	-6.3	21,900.0	-6.5
MAY	M	13,411	18	13,393	16,248	2	16,246	-2,837	16	-2,853	-17.5	800.0	-17.6
	P	109,188	238	108,950	118,425	3	118,422	-9,237	235	-9,472	-7.8	7,833.3	-8.0
JUNE	M	13,511	1	13,510	18,931	0	18,931	-5,420	1	-5,421	-28.6	#DIV/0!	-28.6
4th Quarter		37,674	19	37,655	48,267	2	48,265	-10,593	17	-10,610	-21.9	850.0	-22.0
Annual		122,699	239	122,460	137,356	3	137,353	-14,657	236	-14,893	-10.7	7,866.7	-10.8

**CUSTOMS**

(Rs Million)

MONTHS	M/P	Collection											
		FY 2011-12			FY 2010-11			COMPARISON			Growth (%)		
		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	13,201	1,233	11,968	11,879	926	10,953	1,322	307	1,015	11.1	33.2	9.3
AUGUST	M	15,255	1,080	14,175	12,960	916	12,044	2,295	164	2,131	17.7	17.9	17.7
	P	28,456	2,313	26,143	24,839	1,842	22,997	3,617	471	3,146	14.6	25.6	13.7
SEPTEMBER	M	17,125	757	16,368	15,077	909	14,168	2,048	-152	2,200	13.6	-16.7	15.5
1st Quarter		45,581	3,070	42,511	39,916	2,751	37,165	5,665	319	5,346	14.2	11.6	14.4
OCTOBER	M	15,455	939	14,516	13,106	803	12,303	2,349	136	2,213	17.9	16.9	18.0
	P	61,036	4,009	57,027	53,022	3,554	49,468	8,014	455	7,559	15.1	12.8	15.3
NOVEMBER	M	16,752	927	15,825	14,220	842	13,378	2,532	85	2,447	17.8	10.1	18.3
	P	77,788	4,936	72,852	67,242	4,396	62,846	10,546	540	10,006	15.7	12.3	15.9
DECEMBER	M	21,576	715	20,861	17,858	677	17,181	3,718	38	3,680	20.8	5.6	21.4
2nd Quarter		53,783	2,581	51,202	45,184	2,322	42,862	8,599	259	8,340	19.0	11.2	19.5
Upto 2nd Qtr		99,364	5,651	93,713	85,100	5,073	80,027	14,264	578	13,686	16.8	11.4	17.1
JANUARY	M	17,949	744	17,205	15,068	658	14,410	2,881	86	2,795	19.1	13.1	19.4
	P	117,313	6,395	110,918	100,168	5,731	94,437	17,145	664	16,481	17.1	11.6	17.5
FEBRUARY	M	17,393	759	16,634	14,651	702	13,949	2,742	57	2,685	18.7	8.1	19.2
	P	134,706	7,154	127,552	114,819	6,433	108,386	19,887	721	19,166	17.3	11.2	17.7
MARCH	M	21,634	639	20,995	18,633	246	18,387	3,001	393	2,608	16.1	159.8	14.2
3rd Quarter		56,976	2,142	54,834	48,352	1,606	46,746	8,624	536	8,088	17.8	33.4	17.3
Upto 3rd Qtr		156,340	7,793	148,547	133,452	6,679	126,773	22,888	1,114	21,774	17.2	16.7	17.2
APRIL	M	18,251	311	17,940	15,595	932	14,663	2,656	-621	3,277	17.0	-66.6	22.3
	P	174,591	8,104	166,487	149,047	7,611	141,436	25,544	493	25,051	17.1	6.5	17.7
MAY	M	20,779	262	20,517	18,431	730	17,701	2,348	-468	2,816	12.7	-64.1	15.9
	P	195,370	8,366	187,004	167,478	8,341	159,137	27,892	25	27,867	16.7	0.3	17.5
JUNE	M	29,981	87	29,894	25,902	186	25,716	4,079	-99	4,178	15.7	-53.2	16.2
4th Quarter		69,011	660	68,351	59,928	1,848	58,080	9,083	-1,188	10,271	15.2	-64.3	17.7
Annual		225,351	8,453	216,898	193,380	8,527	184,853	31,971	-74	32,045	16.5	-0.9	17.3

