

## LAST FIVE YEARS FINANCIAL HIGHLIGHTS

| Year Ending March 31  | Consolidated  |               |               |               |               | Standalone    |               |               |               |               |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|   | 2016          | 2015          | 2014          | 2013          | 2012          | 2016          | 2015          | 2014          | 2013          | 2012          |
| <b>REVENUE ACCOUNT</b>  |               |               |               |               |               |               |               |               |               |               |
| Income from Operations  | 58,515        | 48,837        | 44,217        | 36,996        | 30,405        | 42,065        | 34,262        | 30,757        | 25,659        | 22,040        |
| Total Expenses  | 43,420        | 36,299        | 32,174        | 27,453        | 23,010        | 30,307        | 23,815        | 20,442        | 17,036        | 15,771        |
| Operating Profit  | 15,095        | 12,538        | 12,043        | 9,543         | 7,395         | 11,758        | 10,447        | 10,315        | 8,623         | 6,269         |
| % to Income from Operations   | 26%           | 26%           | 27%           | 26%           | 24%           | 28%           | 30%           | 34%           | 34%           | 28%           |
| Other Income  | 2,016         | 2,278         | 1,807         | 1,461         | 1,384         | 2,227         | 2,273         | 1,845         | 1,189         | 1,289         |
| PBIDT   | 17,111        | 14,816        | 13,850        | 11,004        | 8,779         | 13,985        | 12,720        | 12,160        | 9,812         | 7,558         |
| Financial Expenses  | 123           | 103           | 158           | 86            | 50            | 28            | 18            | 72            | 13            | 5             |
| Depreciation / Amortisation   | 840           | 673           | 501           | 399           | 323           | 676           | 580           | 338           | 280           | 215           |
| Profit Before Tax & Exceptional Items   | 16,148        | 14,040        | 13,191        | 10,519        | 8,406         | 13,281        | 12,122        | 11,750        | 9,519         | 7,338         |
| Exceptional Items   | 331           | -             | -             | -             | -             | -             | -             | -             | -             | -             |
| Taxation  | 5,528         | 4,285         | 4,291         | 3,337         | 2,500         | 4,688         | 3,804         | 4,027         | 3,112         | 2,441         |
| Profit After Tax & exceptional items  | 10,289        | 9,755         | 8,900         | 7,182         | 5,906         | 8,593         | 8,318         | 7,723         | 6,407         | 4,897         |
| Profit After Tax & before minority interest / share of profits/(losses) in associates | 10,289        | 9,755         | 8,900         | 7,182         | 5,906         | 8,593         | 8,318         | 7,723         | 6,407         | 4,897         |
| Add: Share of Results of Associates   | (4)           | (37)          | 2             | (10)          | 2             |               |               |               |               |               |
| Less: Minority Interest   | 18            | (57)          | (19)          | (24)          | 17            |               |               |               |               |               |
| Profit After Tax for the year   | 10,267        | 9,775         | 8,921         | 7,196         | 5,891         | 8,593         | 8,318         | 7,723         | 6,407         | 4,897         |
| % to Total Income   | 17%           | 19%           | 19%           | 19%           | 19%           | 19%           | 23%           | 24%           | 24%           | 21%           |
| Dividend  | 2,161         | 2,161         | 1,921         | 1,919         | 1,438         | 2,161         | 2,161         | 1,921         | 1,919         | 1,438         |
| Dividend Rate   | 225%          | 225%          | 200%          | 200%          | 150%          | 225%          | 225%          | 200%          | 200%          | 150%          |
| <b>CAPITAL ACCOUNT</b>  |               |               |               |               |               |               |               |               |               |               |
| Share Capital - Equity  | 960           | 960           | 960           | 954           | 959           | 960           | 960           | 960           | 954           | 959           |
| Share Application Money   | -             | -             | -             | -             | 46            | -             | -             | -             | -             | -             |
| Share Capital - Preference  | 20,170        | 20,192        | 20,170        | -             | -             | 20,170        | 20,192        | 20,170        | -             | -             |
| Reserves & Surplus  | 41,185        | 34,346        | 26,247        | 38,161        | 33,349        | 29,264        | 24,723        | 18,551        | 32,574        | 28,992        |
| Deferred Tax Balances   | (556)         | (531)         | (298)         | (288)         | (337)         | (297)         | (266)         | (172)         | (128)         | (136)         |
| Minority Interest   | 85            | 4             | 61            | 33            | (32)          |               |               |               |               |               |
| Loan Funds  | 9             | 12            | 17            | 17            | 12            | 9             | 12            | 16            | 15            | 10            |
| <b>CAPITAL EMPLOYED</b>   | <b>61,853</b> | <b>54,983</b> | <b>47,157</b> | <b>38,877</b> | <b>33,997</b> | <b>50,106</b> | <b>45,621</b> | <b>39,525</b> | <b>33,415</b> | <b>29,824</b> |
| Eff. Capital Employed   | 62,409        | 55,514        | 47,455        | 39,165        | 34,334        | 50,403        | 45,887        | 39,697        | 33,543        | 29,961        |
| Eff. Networth   | 62,315        | 55,498        | 47,377        | 39,115        | 34,308        | 50,394        | 45,875        | 39,681        | 33,528        | 29,951        |
| Fixed Assets  | 14,960        | 12,254        | 11,730        | 9,975         | 9,400         | 3,880         | 3,814         | 3,625         | 2,329         | 1,973         |
| Investments (Including Current Investments)   | 10,439        | 9,755         | 8,290         | 7,916         | 7,999         | 21,368        | 11,088        | 10,080        | 10,692        | 10,602        |
| Net Assets  | 36,454        | 32,974        | 27,137        | 20,986        | 16,598        | 24,858        | 30,719        | 25,820        | 20,394        | 17,249        |
| <b>CAPITAL DEPLOYED</b>   | <b>61,853</b> | <b>54,983</b> | <b>47,157</b> | <b>38,877</b> | <b>33,997</b> | <b>50,106</b> | <b>45,621</b> | <b>39,525</b> | <b>33,415</b> | <b>29,824</b> |
| Closing market price per share of Re.1  | 386           | 342           | 271           | 210           | 129           | 386           | 342           | 271           | 210           | 129           |
| Market capitalisation   | 371,117       | 328,233       | 260,618       | 200,760       | 123,202       | 371,117       | 328,233       | 260,618       | 200,760       | 123,202       |

\*"0" (Zero) denotes amounts less than a million