

KEY OPERATING AND FINANCIAL DATA

| Year Ended June 30, | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| (Rs. in million) | | | | | | |
| <u>ASSETS EMPLOYED</u> | | | | | | |
| Property, plant and equipment | 8,262.15 | 6,749.86 | 5,775.61 | 5,210.87 | 4,547.77 | 4,705.28 |
| Intangible assets | 2.97 | - | 5.14 | 10.28 | 15.43 | 20.69 |
| Investments, Long term Advances and Deposits | 7.71 | 6.39 | 5.73 | 5.36 | 5.31 | 5.27 |
| Current Assets | 10,465.65 | 8,752.71 | 6,918.26 | 7,414.04 | 6,904.32 | 5,459.26 |
| Total Assets Employed | 18,738.48 | 15,508.96 | 12,704.74 | 12,640.55 | 11,472.83 | 10,190.50 |
| (Rs. in thousand) | | | | | | |
| <u>FINANCED BY</u> | | | | | | |
| Shareholders' Equity | 13,008.82 | 11,687.23 | 8,932.63 | 7,060.03 | 5,664.70 | 4,721.22 |
| Long Term Liabilities | 437.14 | 434.15 | 383.25 | 472.09 | 606.25 | 795.83 |
| Current Liabilities | 3,793.52 | 2,306.93 | 2,308.21 | 4,027.76 | 4,121.21 | 3,592.79 |
| Total Funds Invested | 17,239.48 | 14,428.31 | 11,624.09 | 11,559.88 | 10,392.16 | 9,109.84 |
| (Rs. in thousand) | | | | | | |
| <u>VALUE ADDITION & ITS DISTRIBUTION</u> | | | | | | |
| Net Sales including sales tax | 20,031,215 | 19,673,065 | 17,539,764 | 17,709,129 | 13,490,249 | 13,284,356 |
| Bought in materials and services | 14,800,463 | 12,866,039 | 11,722,564 | 12,830,424 | 9,303,758 | 10,724,543 |
| Distribution cost | 427,391 | 451,455 | 534,204 | 442,933 | 383,153 | 357,354 |
| Administrative, financial and other charges | 499,461 | 646,704 | 1,382,850 | 1,444,625 | 986,792 | 574,836 |
| Government (including WPPF, WWF & Income tax) | 113,804 | 458,957 | 356,362 | 320,526 | 230,860 | 154,759 |
| Employees | 1,700,419 | 1,439,827 | 1,218,158 | 973,148 | 1,340,051 | 937,722 |
| Retained in business | 2,489,677 | 3,810,083 | 2,325,626 | 1,697,473 | 1,245,635 | 535,142 |
| Total Distribution | 20,031,215 | 19,673,065 | 17,539,764 | 17,709,129 | 13,490,249 | 13,284,356 |
| KEY FINANCIAL RATIOS | | | | | | |
| Gross profit | 20.17% | 28.35% | 22.30% | 18.90% | 19.03% | 14.30% |
| Net profit/(loss) (after tax to sales) | 12.43% | 19.38% | 13.26% | 9.59% | 9.24% | 4.03% |
| Debt equity ratio | 4:96 | 3:97 | 5:95 | 7:93 | 11:89 | 14:86 |
| Current ratio | 2.76 | 3.79 | 3.00 | 1.84 | 1.68 | 1.52 |
| Return on assets ratio | 0.13 | 0.25 | 0.18 | 0.13 | 0.11 | 0.05 |
| Return on equity ratio | 0.18 | 0.33 | 0.26 | 0.23 | 0.20 | 0.10 |
| Inventory turnover ratio - Times | 5.17 | 6.11 | 5.34 | 4.68 | 3.88 | 4.00 |
| Fixed assets turnover ratio - Times | 2.42 | 2.91 | 3.03 | 3.39 | 2.95 | 2.79 |
| Assets turnover ratio - Times | 1.07 | 1.27 | 1.38 | 1.36 | 1.18 | 1.30 |
| SHARES AND EARNINGS | | | | | | |
| Break-up Value without revaluation | 34.52 | 31.02 | 23.71 | 18.74 | 15.03 | 12.53 |
| Break-up Value with revaluation | 38.50 | 33.88 | 26.57 | 21.60 | 17.90 | 15.40 |
| Earning per Share from continued operation | 6.61 | 10.11 | 6.17 | 4.50 | 3.31 | 1.42 |
| No. of Shares ('000) | 376,801 | 376,801 | 376,801 | 376,801 | 376,801 | 376,801 |
| Dividend | 1,168,083 | 1,055,489 | 453,026 | 302,150 | 302,150 | 524 |