

Operating and Financial Highlights

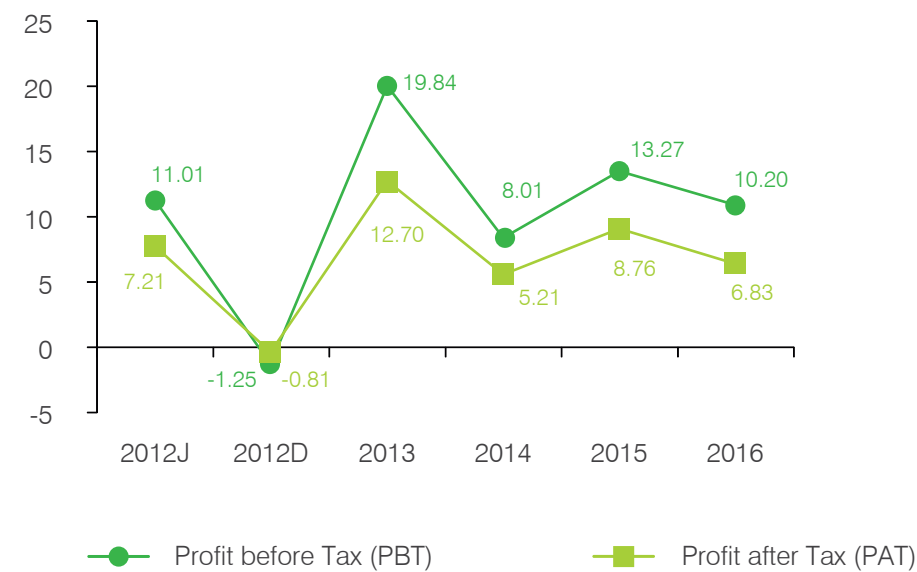
Year ended Dec 31 / June 30		Year ended Dec 31, 2016	Year ended Dec 31, 2015	Year ended Dec 31, 2014	Year ended Dec 31, 2013	Six months ended Dec 31, 2012	Year ended June 30, 2012
Key Indicators							
Operating							
Operating profit margin	%	12.83	11.45	15.56	19.70	18.86	8.15
Net profit margin	%	9.57	11.56	6.39	15.66	(2.18)	12.01
Performance							
Fixed assets turnover	Times	0.82	0.87	0.99	1.06	0.49	0.80
Debtors' turnover	Times	5.01	5.04	4.75	4.77	3.06	6.69
Return on equity	%	8.08	9.82	5.40	12.85	(0.81)	7.19
Return on capital employed	%	7.51	6.66	9.32	11.69	5.29	3.92
Retention	%	25.38	(16.44)	(144.84)	19.66	100.00	100.00
Leverage							
Debt Equity	Ratio	28:72	32:68	30:70	28:72	28:72	21:79
Debt ratio	%	51.28	49.01	47.20	42.49	39.33	30.87
Liquidity							
Current	Times	1.23	1.55	1.57	1.94	2.05	2.30
Quick	Times	1.19	1.49	1.51	1.85	1.95	2.16
Valuation							
Earnings per share	Rs	1.34	1.72	1.02	2.49	(0.16)	1.41
Breakup value per share	Rs	16.28	16.91	18.07	19.78	18.97	20.07
Dividend payout ratio	%	74.62	116.44	244.84	80.34	-	-
Price earnings ratio	Times	12.82	9.60	22.55	11.42	(109.52)	9.68
Market price to breakup value	Times	1.06	0.98	1.27	1.44	0.91	0.68
Dividend per share	Rs	1.00	2.00	2.50	2.00	-	-
Dividend yield	%	5.82	12.13	10.86	7.03	-	-
Dividend cover ratio	Times	1.34	0.86	0.41	1.24	-	-
Market value per share (as on Dec 31 & June 30)	Rs	17.18	16.49	23.03	28.44	17.35	13.69
Historical Trends							
Operating Results							
Revenue	Rs (m)	71,420	75,752	81,513	81,061	37,033	60,038
Profit / (loss) before tax	Rs (m)	10,201	13,272	8,012	19,838	(1,255)	11,006
Profit / (loss) after tax	Rs (m)	6,835	8,760	5,207	12,696	(808)	7,212
Dividend	Rs (m)	5,100	10,200	12,750	10,200	-	-
Financial Position							
Share capital	Rs (m)	51,000	51,000	51,000	51,000	51,000	51,000
Reserves	Rs (m)	32,013	35,218	40,815	49,782	45,677	51,312
Shareholders' equity	Rs (m)	83,013	86,218	92,144	100,872	96,729	102,375
EBITDA	Rs (m)	22,873	23,073	26,000	28,311	12,950	16,840
Working capital	Rs (m)	13,685	25,778	25,280	36,335	29,067	26,811
Current assets	Rs (m)	72,828	72,592	69,625	74,918	56,688	47,359
Total assets	Rs (m)	180,109	180,378	179,574	181,908	164,185	156,949
Non current liabilities	Rs (m)	37,953	47,345	43,085	42,453	39,835	34,025
Operational*							
ALIS as on Dec 31 & June 30	No (000)	3,421	4,119	4,323	4,014	4,035	4,144
Average ALIS per employee	No	207	229	196	184	165	153

*Exclusive of Primary and Basic Rate interface

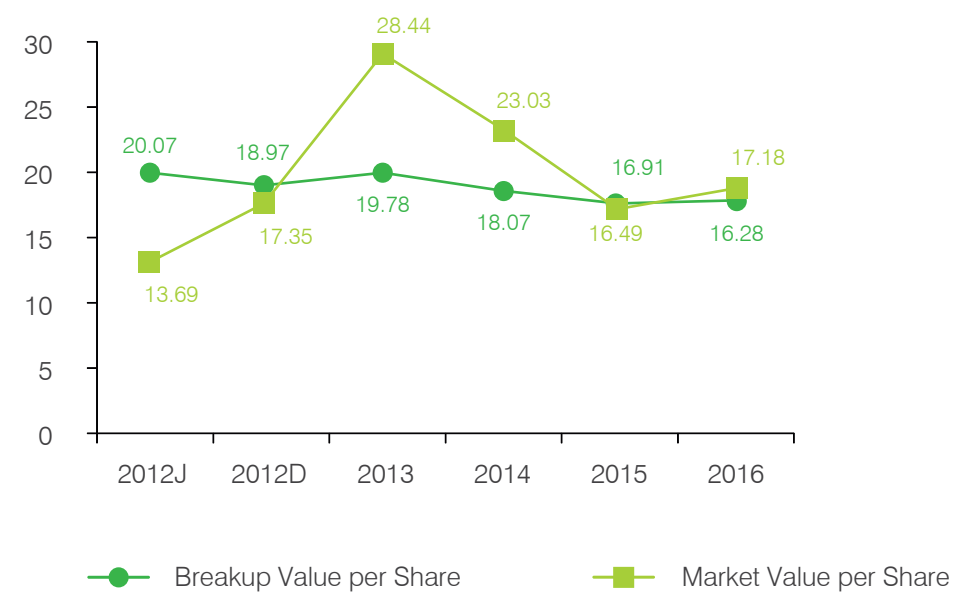


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PROFIT BEFORE TAX AND PROFIT AFTER TAX (RUPEES IN BILLION)

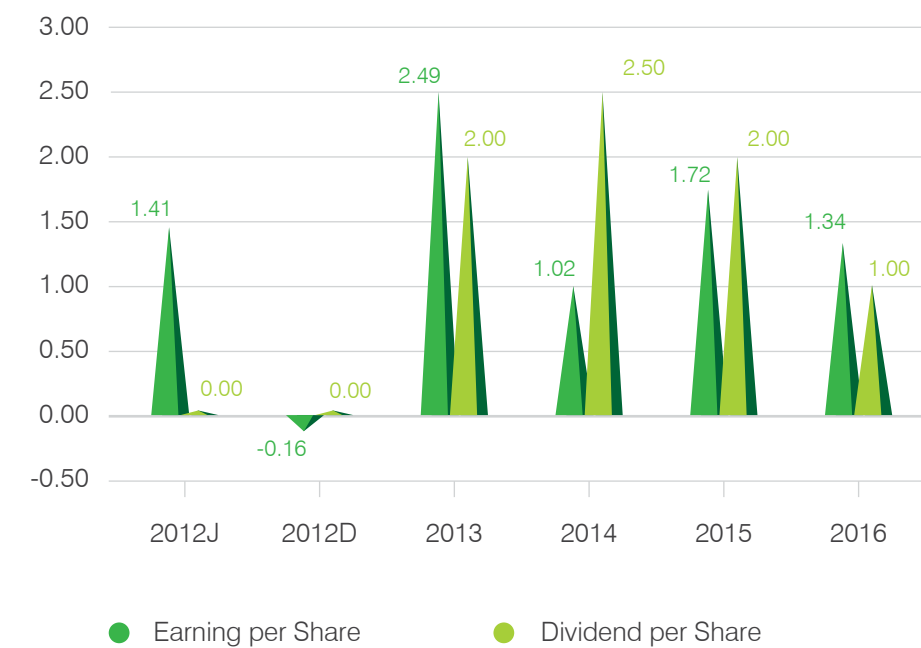


BREAKUP VALUE VS MARKET VALUE (RUPEES)

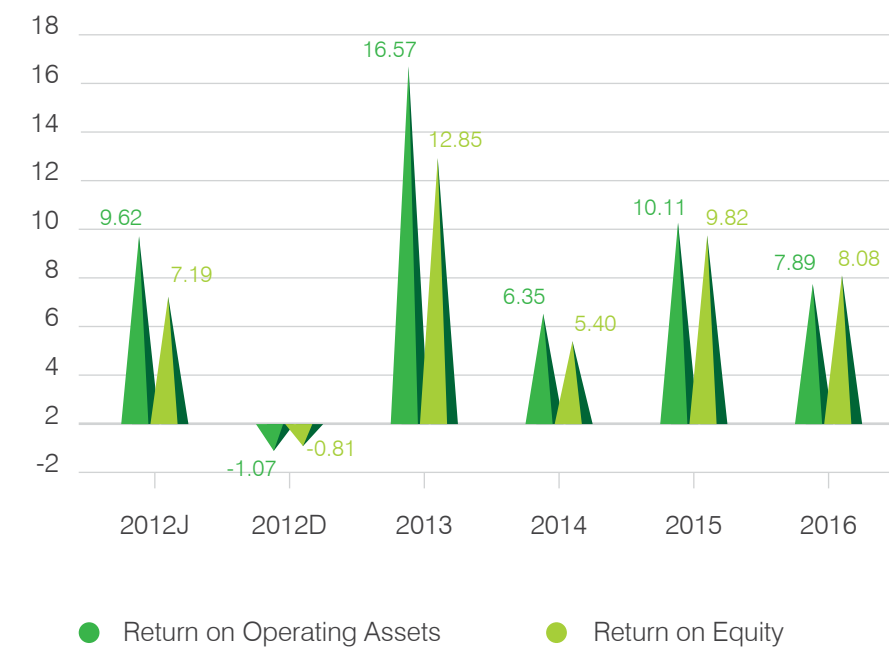


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DIVIDEND PAYOUT PER SHARE (RUPEES)



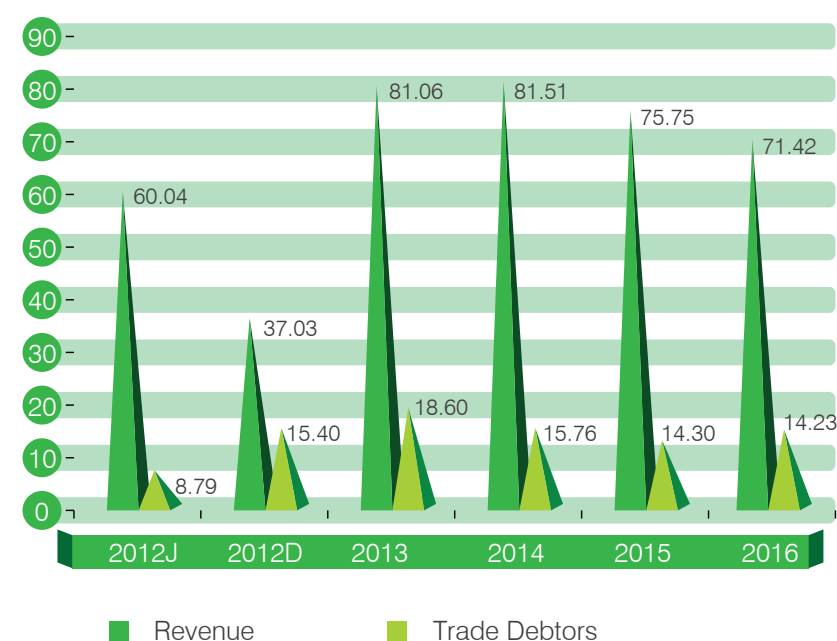
RETURN ON OPERATING ASSETS & EQUITY (PERCENTAGE)



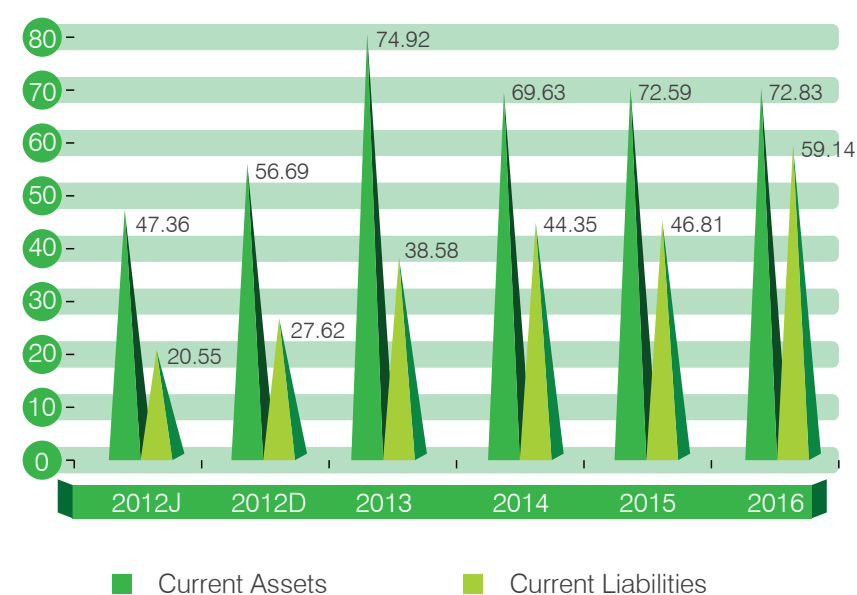
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Graphical Presentation

REVENUE AND TRADE DEBTS (RUPEES IN BILLION)



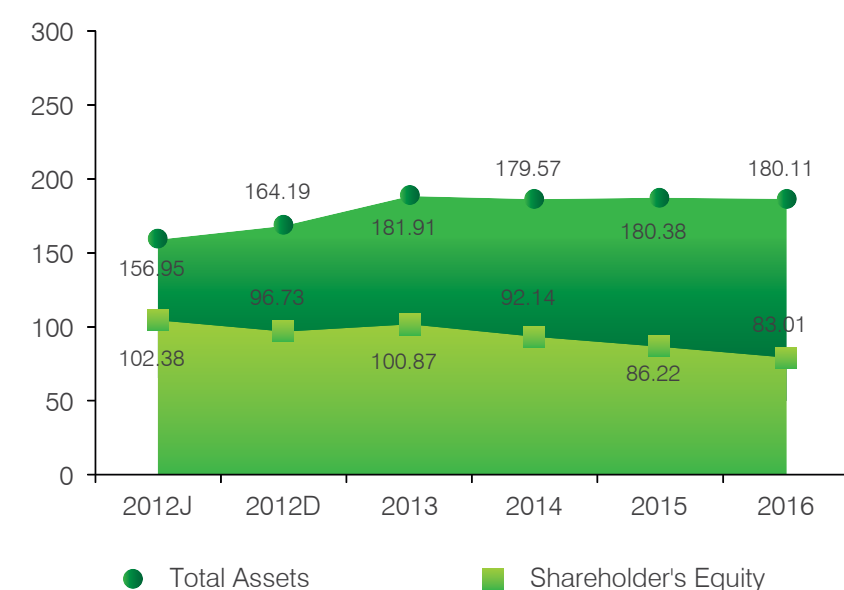
CURRENT ASSETS & CURRENT LIABILITIES (RUPEES IN BILLION)



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Graphical Presentation

TOTAL ASSETS VS SHARE HOLDERS' EQUITY (RUPEES IN BILLION)



CAPACITY: INSTALLED VS IN SERVICE (NUMBERS IN THOUSAND)

