

## FIVE YEARS HIGHLIGHTS

### Operational Performance

| Particulars                              | 2012-13 | 2013-14 | 2014-15 | 2015-16<br>(9 Months) | 2016-17 |
|--|---------|---------|---------|-----------------------|---------|
| Cement Production (Lac MT)               | 123.32  | 142.22  | 159.22  | 140.99                | 202.87  |
| Cement Sales (Clinker & Cement) (Lac MT) | 124.61  | 142.52  | 161.62  | 142.43                | 205.86  |
| Net Power Generation (Lac Kwh)           | 35,685  | 29,101  | 29,874  | 26,114                | 28,947  |
| Power Sales (Lac Kwh)                    | 26,103  | 18,597  | 18,851  | 17,390                | 16,583  |
| Power Consumption (Kwh/Ton of Cement)    | 78.23   | 75.19   | 73.78   | 72.13                 | 69.99   |
| Fuel Consumption (% of Clinker)          | 10.44   | 10.07   | 10.04   | 9.69                  | 9.76    |

### Financial Performance

#### Profit & Loss Statement

(₹ in Crore except per share data)

| Particulars                  | 2012-13         | 2013-14         | 2014-15         | 2015-16<br>(9 Months) | 2016-17          |
|------------------------------|-----------------|-----------------|-----------------|-----------------------|------------------|
| Revenue from Operations      | 6,169.08        | 6,544.31        | 7,176.84        | 6,189.96              | 9,496.52         |
| Other Income                 | 188.33          | 184.96          | 137.85          | 672.68                | 507.71           |
| <b>Total Revenue</b>         | <b>6,357.41</b> | <b>6,729.27</b> | <b>7,314.69</b> | <b>6,862.64</b>       | <b>10,004.23</b> |
| <b>EBIDTA</b>                | <b>1,749.25</b> | <b>1,574.76</b> | <b>1,481.70</b> | <b>2,079.59</b>       | <b>2,874.94</b>  |
| Depreciation & Amortizations | 435.63          | 549.91          | 924.78          | 827.57                | 1,214.71         |
| Finance Costs                | 193.14          | 129.19          | 120.63          | 75.77                 | 129.42           |
| Profit before Tax            | 1,119.42        | 815.15          | 400.83          | 1,176.25              | 1,530.81         |
| Tax Expense                  | 115.45          | 27.91           | (25.50)         | 33.12                 | 191.70           |
| <b>Net Profit</b>            | <b>1,003.97</b> | <b>787.24</b>   | <b>426.33</b>   | <b>1,143.13</b>       | <b>1,339.11</b>  |
| Cash EPS (in ₹)              | 406.34          | 369.74          | 372.81          | 556.02                | 694.45           |
| Basic and Diluted EPS (in ₹) | 288.19          | 225.98          | 122.38          | 328.13                | 384.39           |

#### Balance Sheet

(₹ in Crore)

| Particulars               | As at<br>30 <sup>th</sup> June<br>2013 | As at<br>30 <sup>th</sup> June<br>2014 | As at<br>30 <sup>th</sup> June<br>2015 | As at<br>31 <sup>st</sup> March<br>2016 | As at<br>31 <sup>st</sup> March<br>2017 |
|---------------------------|--|--|--|---|---|
| Net Block of Fixed Assets | 1,781.94                               | 2,193.77                               | 3,004.33                               | 3,050.17                                | 2,599.12                                |
| Shareholders' Fund        | 3,843.65                               | 4,710.87                               | 5,276.40                               | 6,845.53                                | 7,698.14                                |
| Total Capital Employed    | 5,588.28                               | 6,582.63                               | 7,064.47                               | 8,651.35                                | 9,950.89                                |

#### Key Ratios

| Particulars                           | 2012-13 | 2013-14 | 2014-15 | 2015-16<br>(9 Months) | 2016-17 |
|---------------------------------------|---------|---------|---------|-----------------------|---------|
| EBIDTA to Revenue from Operations (%) | 28.36   | 24.06   | 20.65   | 33.60                 | 30.27   |
| Return on Equity (Net Worth) (%)      | 26.13   | 16.16   | 7.36    | 22.83                 | 16.75   |
| Return on Avg. Capital Employed (%)   | 24.14   | 15.52   | 7.64    | 20.47                 | 17.85   |

#### Notes:

- The Company has adopted Indian Accounting Standards ("Ind AS") from 1<sup>st</sup> April, 2016. Accordingly, the figures for the current year 2016-17 as well as of previous year 2015-16 are Ind AS compliant.
- Figures for the Financial Year 2015-16 have been annualised for calculating Return on Equity (%) and Return on Avg. Capital Employed (%).
- Figures have been regrouped and rearranged wherever necessary.