Board No:+91-44-42243353
Fax No:+91-44-22253799
Statement of Unaudited Standalone Financial Results for the Quarter / Half-Year Ended September 30, 2017

|  |  |  |  |  |  | ₹. In Crores |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Standalone |  |  |  |  |  |
|  | Quarter Ended |  |  | Half -Year Ended |  | Year EndedMarch 31,2017(Audited) |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2017 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | $\left\lvert\, \begin{gathered} \text { September 30, } \\ 2016 \quad \text { (Unaudited) } \end{gathered}\right.$ | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | September 30,  <br> $2016 \quad$ (Unaudited)  |  |
| Revenue from operations | 3,874.11 | 3,528.25 | 3,673.31 | 7,402.36 | 7,456.32 | 15,758.83 |
| Other income (net) | 25.78 | 6.89 | 22.21 | 32.67 | 27.84 | 46.06 |
| Total Income | 3,899.89 | 3,535.14 | 3,695.52 | 7,435.03 | 7,484.16 | 15,804.89 |
| Expenses <br> Purchases of Traded goods Changes in Inventories of Traded goods Employee Benefits Expense Finance Costs <br> Depreciation \& Amortisation Expense Other Expenses |  |  |  |  |  |  |
|  | 3,258.84 | 3,365.91 | 3,378.67 | 6,624.75 | 6,926.07 | 14,948.67 |
|  | 420.32 | (37.62) | 97.44 | 382.70 | 163.53 | 3.65 |
|  | 34.53 | 29.31 | 28.21 | 63.84 | 56.49 | 117.67 |
|  | 24.73 | 23.82 | 25.75 | 48.55 | 43.47 | 80.91 |
|  | 3.35 | 3.44 | 2.82 | 6.79 | 5.40 | 11.52 |
|  | 67.31 | 90.11 | 78.67 | 157.42 | 137.06 | 329.38 |
| Total Expenses <br> Profit before tax | 3,809.08 | 3,474.97 | 3,611.56 | 7,284.05 | 7,332.02 | 15,491.80 |
|  | 90.81 | 60.17 | 83.96 | 150.98 | 152.14 | 313.09 |
| Tax expense: Current tax Deferred tax |  |  |  |  |  |  |
|  | $24.72$ | $21.68$ | $24.11$ | $46.40$ | $48.25$ | $100.94$ |
|  | $(0.31)$ | $(0.47)$ | $(0.98)$ | $(0.78)$ | $(1.52)$ | $3.80$ |
| Profit for the Quarter / Half-Year / Year (A) Other Comprehensive Income | 66.40 | 38.96 | 60.83 | 105.36 | 105.41 | 208.35 |
|  |  |  |  |  |  |  |
| Items that will not be reclassified to Profit and loss |  |  |  |  |  |  |
| Remeasurement of Defined benefit plan (i) | (1.17) | (1.42) | (0.24) | (2.59) | (0.24) | (1.14) |
| Income tax relating to item above (ii) | 0.28 | 0.50 | 0.08 | 0.78 | 0.08 | 0.39 |
| Net Other Comprehensive Income that will not be reclassified to profit or loss (i-ii) | (0.89) | (0.92) | (0.16) | (1.81) | (0.16) | (0.75) |
| Items that may be reclassified to Profit and loss |  |  |  |  |  |  |
| Foreign exchange differences in translating the financial statements of foreign operations (i) | 0.09 | (0.03) | (0.06) | 0.06 | 0.01 | (0.19) |
| Income tax relating to item above (ii) | - |  |  | - |  |  |
| Net Other Comprehensive Income that may be reclassified to profit or loss (i-ii) | 0.09 | (0.03) | (0.06) | 0.06 | 0.01 | (0.19) |
| Total Other Comprehensive Income (B) | (0.80) | (0.95) | (0.22) | (1.75) | (0.15) | (0.94) |
| Total Comprehensive Income ( $\mathrm{A}+\mathrm{B}$ ) | 65.60 | 38.01 | 60.61 | 103.61 | 105.26 | 207.41 |
| Profit for the Quarter / Half-Year / Year attributable to the :Shareholders of the Company Non-Controlling Interests |  |  |  |  |  |  |
|  | 66.40 | 38.96 | 60.83 | 105.36 | 105.41 | 208.35 |
|  |  | - | - | - | - | - |
| Total Comprehensive Income for the Quarter / Half-Year / Year attributable to the :- |  |  |  |  |  |  |
| Shareholders of the CompanyNon-Controlling Interests | 65.60 | 38.01 | 60.61 | 103.61 | 105.26 | 207.41 |
|  |  |  |  | - |  |  |
| Paid-up equity share capital (Face Value - ₹ 2/- per share) | 80.02 | 79.97 | 79.97 | 80.02 | 79.97 | 79.97 |
| Other Equity as per balance sheet of previous accounting year | - | - | - | - | - | 1,529.73 |
| Earnings per Equity Share: (Face Value - ₹ 2/- per share) (not annualized for Quarters / Half-Years) |  |  |  |  |  |  |
| Basic (in ₹) | 1.66 | 0.97 | 1.52 | 2.63 | 2.64 | 5.21 |
| Diluted (in ₹) | 1.66 | 0.97 | 1.52 | 2.63 | 2.64 | 5.21 |

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Statement of Unaudited Consolidated Financial Results for the Quarter / Half-Year Ended September 30, 2017

| Particulars | Consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  | Quarter Ended |  |  | Half -Year Ended |  | Year Ended <br> March 31, <br> 2017 <br> (Audited) |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2017 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \\ \hline \end{gathered}$ |  |
| Revenue from operations | 10,544.07 | 9,872.90 | 9,725.28 | 20,416.97 | 19,358.68 | 41,114.65 |
| Other income (net) | 7.77 | 7.85 | 6.60 | 15.62 | 14.20 | 41.39 |
| Total Income | 10,551.84 | 9,880.75 | 9,731.88 | 20,432.59 | 19,372.88 | 41,156.04 |
| Expenses |  |  |  |  |  |  |
| Purchases of Traded goods | 9,394.76 | 9,300.30 | 8,627.53 | 18,695.06 | 17,570.83 | 38,404.38 |
| Changes in Inventories of Traded goods | 551.29 | 13.00 | 566.47 | 564.29 | 742.97 | 393.59 |
| Employee Benefits Expense | 165.97 | 152.00 | 153.40 | 317.97 | 306.30 | 627.25 |
| Finance Costs | 39.23 | 41.50 | 46.88 | 80.73 | 84.38 | 157.03 |
| Depreciation \& Amortisation Expense | 14.16 | 13.90 | 13.41 | 28.06 | 26.71 | 54.68 |
| Other Expenses | 233.74 | 231.45 | 187.93 | 465.19 | 373.43 | 864.60 |
| Total Expenses | 10,399.15 | 9,752.15 | 9,595.62 | 20,151.30 | 19,104.62 | 40,501.53 |
| Profit before tax | 152.69 | 128.60 | 136.26 | 281.29 | 268.26 | 654.51 |
| Tax expense: |  |  |  |  |  |  |
| Current tax | 35.86 | 31.70 | 34.45 | 67.56 | 68.95 | 171.34 |
| Deferred tax | 1.31 | (2.40) | 1.37 | (1.09) | 1.67 | 6.43 |
| Profit for the Quarter / Half-Year / Year (A) | 115.52 | 99.30 | 100.44 | 214.82 | 197.64 | 476.74 |
| Other Comprehensive Income |  |  |  |  |  |  |
| Items that will not be reclassified to Profit and loss |  |  |  |  |  |  |
| Remeasurement of Defined benefit plan (i) | (1.93) | (1.70) | 0.03 | (3.63) | (0.47) | (1.59) |
| Income tax relating to item above (ii) | 0.55 | 0.60 | 0.06 | 1.15 | 0.16 | 0.55 |
| Net Other Comprehensive Income that will not be reclassified to profit or loss (i-iii) | (1.38) | (1.10) | 0.09 | (2.48) | (0.31) | (1.04) |
| Items that may be reclassified to Profit and loss |  |  |  |  |  |  |
| Foreign exchange differences in translating the financial statements of foreign operations (i) | 22.77 | (7.10) | (28.82) | 15.67 | 5.68 | (68.48) |
| Income tax relating to item above (ii) |  |  |  | - | - |  |
| Net Other Comprehensive Income that may be reclassified to profit or loss (i-ii) | 22.77 | (7.10) | (28.82) | 15.67 | 5.68 | (68.48) |
| Total Other Comprehensive Income (B) | 21.39 | (8.20) | (28.73) | 13.19 | 5.37 | (69.52) |
| Total Comprehensive Income ( $\mathrm{A}+\mathrm{B}$ ) | 136.91 | 91.10 | 71.71 | 228.01 | 203.01 | 407.22 |
| Profit for the Quarter / Half-Year / Year attributable to the :- |  |  |  |  |  |  |
| Shareholders of the Company | 112.57 | 98.40 | 100.19 | 210.97 | 193.29 | 464.22 |
| Non-Controlling Interests | 2.95 | 0.90 | 0.25 | 3.85 | 4.35 | 12.52 |
| Total Comprehensive Income for the Quarter / Half-Year / Year attributable to the :- |  |  |  |  |  |  |
| Shareholders of the Company | 133.96 | 90.20 | 71.46 | 224.16 | 198.66 | 394.70 |
| Non-Controlling Interests | 2.95 | 0.90 | 0.25 | 3.85 | 4.35 | 12.52 |
| Paid-up equity share capital (Face Value - ₹ 2/- per share) | 80.02 | 79.97 | 79.97 | 80.02 | 79.97 | 79.97 |
| Other Equity as per balance sheet of previous accounting year | - | - | - | - | - | 3,067.93 |
| Earnings per Equity Share: (Face Value - ₹ $2 /$ - per share) (not annualized for Quarters / Half-Years) |  |  |  |  |  |  |
| Basic (in ₹) | 2.81 | 2.46 | 2.51 | 5.28 | 4.83 | 11.61 |
| Diluted (in ₹) | 2.81 | 2.46 | 2.51 | 5.27 | 4.83 | 11.61 |


| Particulars | Quarter Ended |  |  | Half -Year Ended |  | Year Ended <br> March 31, 2017 <br> (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \end{gathered}$ | June 30, 2017 (Unaudited) | $\begin{gathered} \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{array}{\|c} \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \end{array}$ | $\begin{array}{\|c} \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \end{array}$ |  |
| Segment Revenue (Net sales / income) India Overseas | $\begin{array}{r} 3,919.11 \\ 6,625.23 \\ \hline \end{array}$ | $\begin{array}{r} 3,561.10 \\ 6,323.30 \\ \hline \end{array}$ | $\begin{aligned} & 3,699.72 \\ & 6,046.72 \\ & \hline \end{aligned}$ | $\begin{array}{r} 7,480.21 \\ 12,948.53 \\ \hline \end{array}$ | $\begin{array}{r} 7,476.32 \\ 11,907.03 \\ \hline \end{array}$ | $\begin{aligned} & 15,779.88 \\ & 25,385.51 \end{aligned}$ |
| Total | 10,544.34 | 9,884.40 | 9,746.44 | 20,428.74 | 19,383.35 | 41,165.39 |
| Less: Inter Segment Revenue | 0.27 | 11.50 | 21.16 | 11.77 | 24.67 | 50.74 |
| Revenue from operations | 10,544.07 | 9,872.90 | 9,725.28 | 20,416.97 | 19,358.68 | 41,114.65 |
| Segment Results (Profit before Finance costs and tax) India Overseas | $\begin{array}{r} 105.02 \\ 86.90 \\ \hline \end{array}$ | $\begin{array}{r} 93.40 \\ 76.70 \\ \hline \end{array}$ | $\begin{array}{r} 101.23 \\ 81.91 \\ \hline \end{array}$ | $\begin{array}{r} 198.42 \\ 163.60 \\ \hline \end{array}$ | $\begin{array}{r} 193.42 \\ 159.22 \\ \hline \end{array}$ | $\begin{array}{r} 414.41 \\ 397.13 \\ \hline \end{array}$ |
| Total profit before Finance costs and Tax | 191.92 | 170.10 | 183.14 | 362.02 | 352.64 | 811.54 |
| Less: Finance costs India Overseas | $\begin{array}{r} 24.98 \\ 14.25 \\ \hline \end{array}$ | 24.00 17.50 | $\begin{aligned} & 25.74 \\ & 21.14 \end{aligned}$ | $\begin{aligned} & 48.98 \\ & 31.75 \\ & \hline \end{aligned}$ | $\begin{aligned} & 43.65 \\ & 40.73 \end{aligned}$ | $\begin{aligned} & 81.70 \\ & 75.33 \\ & \hline \end{aligned}$ |
| Total Finance costs | 39.23 | 41.50 | 46.88 | 80.73 | 84.38 | 157.03 |
| Profit before Tax India Overseas | $\begin{aligned} & 80.04 \\ & 72.65 \end{aligned}$ | $\begin{aligned} & 69.40 \\ & 59.20 \end{aligned}$ | $\begin{aligned} & 75.49 \\ & 60.77 \end{aligned}$ | $\begin{aligned} & 149.44 \\ & 131.85 \end{aligned}$ | $\begin{aligned} & 149.77 \\ & 118.49 \end{aligned}$ | $\begin{aligned} & 332.71 \\ & 321.80 \end{aligned}$ |
| Total Profit before tax | 152.69 | 128.60 | 136.26 | 281.29 | 268.26 | 654.51 |
|  | As at |  |  |  |  |  |
|  | $\begin{gathered} \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \end{gathered}$ | June 30, 2017 (Unaudited) | $\begin{gathered} \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2017 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2016 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{aligned} & \text { March 31, } \\ & 2017 \\ & \text { (Audited) } \end{aligned}$ |
| Segment assets |  |  |  |  |  |  |
| India | 4,077.17 | 3,945.93 | 3,655.20 | 4,077.17 | 3,655.20 | 3,910.06 |
| Overseas | 5,857.40 | 5,985.57 | 6,270.62 | 5,857.40 | 6,270.62 | 6,084.17 |
| Unallocated | 56.76 | 49.45 | 67.77 | 56.76 | 67.77 | 72.47 |
| Total | 9,991.33 | 9,980.95 | 9,993.59 | 9,991.33 | 9,993.59 | 10,066.70 |
| Segment Liabilities |  |  |  |  |  |  |
| India | 3,042.97 | 2,887.45 | 2,676.74 | 3,042.97 | 2,676.74 | 2,913.20 |
| Overseas | 3,319.88 | 3,497.57 | 3,906.22 | 3,319.88 | 3,906.22 | 3,643.59 |
| Unallocated | 0.72 | 0.43 | 3.10 | 0.72 | 3.10 | 0.51 |
| Total | 6,363.57 | 6,385.45 | 6,586.06 | 6,363.57 | 6,586.06 | 6,557.30 |

Raj Shankar
Managing Director

