

	Q4FV18	Q3FY18	FY18	FY17	YoY Change
Revenue - Established Service Areas <sup>3</sup>	56,971	60,660	262,654	329,586	-20.3%
Revenue - New Service Areas <sup>4</sup>	4,403	4,437	20,136	26,171	-23.1%
Total Revenue	61,373	65,097	282,789	355,757	-20.5%
EBITDA - Established Service Areas <sup>3</sup>	15,504	14,001	66,156	107,880	-38.7%
EBITDA - New Service Areas <sup>4</sup>	-1,031	-1,768	-5,680	-5,444	-4.3%
Total EBITDA	14,473	12,233	60,476	102,436	-41.0%
EBITDA% - Established Service Areas <sup>3</sup>	27.2%	23.1%	25.2%	32.7%	-7.5%
EBITDA% - New Service Areas <sup>4</sup>	-23.4%	-39.8%	-28.2%	-20.8%	-7.4%
EB TDA%	23.6%	18.8%	21.4%	28.8%	-7.4%
Depreciation & Amortisation	20,854	21,414	84,091	78,272	7.4%
EBIT	-6,382	-9,181	-23,615	24,163	NA
Interest and Financing Cost (Net)	9,743	11,490	44,600	37,014	20.5%
Dividend from Indus	0	0	2,657	3,623	-26.6%
PBT	-16,124	-20,671	-65,558	-9,228	NA
PAT (Standalone <sup>1</sup> )	-10,179	-13,519	-41,628	-4,075	NA
Cash Profit <sup>5</sup> (Standalone)	4,377	200	17,069	69,386	-75.4%
Share of Profit/{Loss} from Indus & ABIPBL	744	818	3,224	4,218	-23.6%
Deferred Tax on Undistributed earnings of Indus	187	145	620	518	19.7%
Other Comprehensive Income (net of Tax)	316	-11	283	-43	NA
Total Comprehensive Income (Consolidated <sup>2</sup> )	-9,306	-12,856	-41,399	-4,040	NA