

Particulars	Year Ended				%
	Mar 31,	%of	Mar 31,	%of	Increase
	2018	Revenues	2017	Revenues	(Decrease)
<b>REVENUES</b>					
Products	39,379	87%	37,613	85%	5%
Services	4,771	11%	5,438	12%	(12%)
BPO - Services	1,125	2%	1,214	3%	(7%)
<b>Total Revenues</b>	<b>45,275</b>	<b>100%</b>	<b>44,265</b>	<b>100%</b>	2%
<b>SEGMENT RESULTS</b>					
Products	18,586	47%	16,286	43%	14%
Services	322	7%	682	13%	(53%)
BPO - Services	332	30%	415	34%	(20%)
<b>Total</b>	<b>19,240</b>	<b>42%</b>	<b>17,383</b>	<b>39%</b>	11%
Unallocable expenses	(1,743)	(3%)	(1,374)	(3%)	27%
<b>OPERATING INCOME</b>	<b>17,497</b>	<b>39%</b>	<b>16,009</b>	<b>36%</b>	9%
Interest and other income, net	907	2%	1,561	4%	(42%)
<b>INCOME BEFORE PROVISION OF TAXES</b>	<b>18,404</b>	<b>41%</b>	<b>17,570</b>	<b>40%</b>	5%
Provision for taxes	6,034	14%	5,716	13%	6%
<b>NET INCOME</b>	<b>12,370</b>	<b>27%</b>	<b>11,854</b>	<b>27%</b>	4%
Earnings per share of Rs 5/- each (in Rs)					
Basic	145.22		139.76		4%
Diluted	144.37		139.29		4%