

Particular	Q4FY18	Q4FY17	bps change (Y-o-Y)		Q3FY18	bps change (Q-o-Q)	
Material Cost	67.4%	67.3%	•	11	66.5%	•	84
Manpower Cost	7.6%	9.0%	•	(143)	8.7%	•	(110)
Other Expenses	12.9%	14.5%	•	(159)	12.7%	•	19
EBIDTA	12.1%	7.1%	•	498	12.0%	#	7
Other Income	1.6%	1.8%	•	(18)	0.7%	•	89
EBIT Before Exceptional	12.4%	7.3%	•	509	11.2%	•	112
PBT	11.9%	7.6%	•	429	10.7%	•	118
PAT	7.8%	5.7%	•	215	7.6%	•	21