

| | India | International | Indonesia | Africa, USA & ME | LATAM | Europe |
|---|--------|---------------|-----------|---------------------|-------|--------|
| 4QFY18 Reported EBITDA Margin | 29.4% | 17.9% | 26.8% | 12.2% | 26.2% | 12.4% |
| Business support charges, Royalty & Technical fees (? crore) | (7.1) | 7.1 | 1.3 | 4.2 | 1.0 | 0.4 |
| 4QFY18 Adjusted EBITDA Margin | 28.8% | 18.5% | 27.2% | 13.0% | 26.8% | 12.7% |
| 4QFY17 Adjusted EBITDA Margin | 25.2%* | 19.6% | 23.5% | 17.0% | 29.5% | 15.0% |
| Change in EBITDA Margin (bps) | 370* | (100) | 370 | (400) | (270) | (230) |