

|    | Particulars   | Standalone Results              |                                   |                                       |               |               | Consolidated Results |               |
|----|---|---------------------------------|-----------------------------------|---------------------------------------|---------------|---------------|----------------------|---------------|
|    |   | Quarter Ended                   |                                   |                                       | Year Ended    |               | Year Ended           |               |
|    |   | 3 months ended 31.03.18         | Preceding 3 months ended 31.12.17 | Corresponding 3 months ended 31.03.17 | 31.03.2018    | 31.03.2017    | 31.03.2018           | 31.03.2017    |
|    |   | (Audited)<br>(Refer Note no. 3) | (Unaudited)                       | (Unaudited)                           | (Audited)     | (Audited)     | (Audited)            | (Audited)     |
| 1  | Revenue from Operations                                   | 74862                           | 70391                             | 78368                                 | 289588        | 299451        | 289565               | 299999        |
| 2  | Other Income  | 1830                            | 1195                              | 1514                                  | 5352          | 7201          | 5454                 | 7307          |
| 3  | <b>Total Income (1+2)</b>                                 | <b>76692</b>                    | <b>71586</b>                      | <b>79882</b>                          | <b>294940</b> | <b>306652</b> | <b>295019</b>        | <b>307306</b> |
|    | Expenses  |                                 |                                   |                                       |               |               |                      |               |
|    | (a) Cost of materials consumed                            | 19530                           | 3820                              | 12587                                 | 51027         | 52358         | 51082                | 52368         |
|    | (b) Purchases of Stock-in-Trade                           | 19765                           | 18548                             | 25650                                 | 78842         | 79070         | 78842                | 79070         |
|    | (c) Changes in inventories of Finished Goods,             | (7989)                          | 5653                              | (2144)                                | (5794)        | 7949          | (5793)               | 8337          |
|    | Stock- in-Trade and Work-In-Progress                      |                                 |                                   |                                       |               |               |                      |               |
|    | (d) Excise Duty   |                                 |                                   | 2401                                  | 2419          | 9152          | 2419                 | 9152          |
|    | (e) Employee benefits expense                             | 13170                           | 12391                             | 11764                                 | 52340         | 48301         | 52340                | 48301         |
|    | (f) Finance Costs   | 19                              | -                                 | 25                                    | 19            | 25            | 19                   | 25            |
|    | (g) Depreciation and amortisation expense                 | 936                             | 1338                              | 779                                   | 3799          | 2635          | 3799                 | 2635          |
|    | (h) Other expenses  | 14900                           | 15798                             | 14436                                 | 59910         | 60627         | 60094                | 60872         |
| 4  | <b>Total expenses</b>                                     | <b>60331</b>                    | <b>57548</b>                      | <b>65498</b>                          | <b>242562</b> | <b>260117</b> | <b>242802</b>        | <b>260760</b> |
| 5  | <b>Profit before exceptional items and tax (3-4)</b>      | <b>16361</b>                    | <b>14038</b>                      | <b>14384</b>                          | <b>52378</b>  | <b>46535</b>  | <b>52217</b>         | <b>46546</b>  |
| 6  | Exceptional Items (Refer Note no. 4)                      | -                               | -                                 | 2586                                  | 1780          | 4573          | 1780                 | 4573          |
| 7  | <b>Profit before tax (5+6)</b>                            | <b>16361</b>                    | <b>14038</b>                      | <b>16970</b>                          | <b>54158</b>  | <b>51108</b>  | <b>53997</b>         | <b>51119</b>  |
| 8  | Tax Expense   |                                 |                                   |                                       |               |               |                      |               |
|    | (a) Current Tax   | 7222                            | 5305                              | 4432                                  | 20434         | 16297         | 20434                | 16302         |
|    | (b) Deferred Tax  | (1416)                          | (236)                             | 1267                                  | (1474)        | 1133          | (1509)               | 1135          |
| 9  | <b>Profit for the year / period (7-8)</b>                 | <b>10555</b>                    | <b>8969</b>                       | <b>11271</b>                          | <b>35198</b>  | <b>33678</b>  | <b>35072</b>         | <b>33682</b>  |
| 10 | Other comprehensive income                                |                                 |                                   |                                       |               |               |                      |               |
|    | (i) Items that will not be reclassified to profit or loss | 299                             | 560                               | 283                                   | 859           | (531)         | 859                  | (531)         |
|    | (ii) Income tax relating to items that will not be        | (106)                           | (194)                             | (98)                                  | (300)         | 184           | (300)                | 184           |
|    | reclassified to profit or loss                            |                                 |                                   |                                       |               |               |                      |               |
| 11 | <b>Total comprehensive income for the year / period</b>   | <b>10748</b>                    | <b>9335</b>                       | <b>11456</b>                          | <b>35757</b>  | <b>33331</b>  | <b>35631</b>         | <b>33335</b>  |
|    | <b>(9+10)</b>   |                                 |                                   |                                       |               |               |                      |               |
|    |   |                                 |                                   |                                       |               |               |                      |               |

|  |  |                |       |       |        |        |        |        |
|--|--|----------------|-------|-------|--------|--------|--------|--------|
|  | Paid-up Equity Share Capital (Face value per share | 8470           | 8470  | 8470  | 8470   | 8470   | 8470   | 8470   |
|  | Rs. 10)  |                |       |       |        |        |        |        |
|  | Other Equity                                       |                |       |       | 199525 | 194351 | 197263 | 192215 |
|  | Earnings Per Share (EPS) (of Rs. 10 each)          |                |       |       |        |        |        |        |
|  | Basic and diluted EPS (Rs.)                        | 12.46          | 10.59 | 13.31 | 41.56  | 39.76  | 41.41  | 39.76  |
|  |  | Not Annualised |       |       |        |        |        |        |