

Particulars	Three Months Ended				%
	Mar 31,	%of	Mar 31,	%of	Increase
	2018	Revenues	2017	Revenues	(Decrease)
REVENUES					
Products	9,324	87%	8,912	85%	5%
Services	1,153	11%	1,309	12%	(12%)
BPO - Services	274	2%	297	3%	(8%)
Total Revenues	10,751	100%	10,518	100%	2%
SEGMENT RESULTS					
Products	3,942	42%	3,912	44%	1%
Services	6	0%	179	14%	(97%)
BPO - Services	53	19%	88	30%	(40%)
Total	4,001	37%	4,179	40%	(4%)
Unallocable expenses	(626)	(6%)	(579)	(6%)	8%
OPERATING INCOME	3,375	31%	3,600	34%	(6%)
Interest and other income, net	489	5%	100	1%	388%
INCOME BEFORE PROVISION OF TAXES	3,864	36%	3,700	36%	4%
Provision for taxes	1,506	14%	1,420	14%	6%
NET INCOME	2,358	22%	2,280	22%	3%
Earnings per share of Rs 5/- each (in Rs)					
Basic	27.65		26.85		3%
Diluted	27.49		26.75		3%