

## Financials at a Glance

Particulars	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14
<b>Sales (Nos.)</b>	<b>3000751</b>	<b>3336756</b>	<b>3337142</b>	<b>3722000</b>	<b>4600130</b>	<b>5402444</b>	<b>6235205</b>	<b>6075583</b>	<b>6245960</b>
Growth in Sales (Nos.) - %	14.5	11.2	0.01	11.5	23.6	17.4	15.4	-2.6	2.8
Total Net Income	8870	10090	10517	12565	16099	19688	23944	24166	25722
Growth in Total Income - %	17.4	13.7	4.2	19.5	28.1	22.3	21.6	0.9	6.4
<b>Profit Before Tax Before Exceptional Items</b>	<b>1412</b>	<b>1246</b>	<b>1410</b>	<b>1781</b>	<b>2832</b>	<b>2405</b>	<b>2865</b>	<b>2529</b>	<b>2867</b>
<b>Profit After Tax</b>	<b>971</b>	<b>858</b>	<b>968</b>	<b>1282</b>	<b>2232</b>	<b>1928</b>	<b>2378</b>	<b>2118</b>	<b>2109</b>
Share Capital	39.94	39.94	39.94	39.94	39.94	39.94	39.94	39.94	39.94
Reserve and Surplus	1969	2430	2946	3761	3425	2916	4250	4966	5560
Total Debt	186	165	132	78	66	32.71	-	-	-
Net Fixed Assets	994	1355	1549	1694	1707	4130	3824	3133	3097
<b>Total Assets (net)</b>	<b>2195</b>	<b>2635</b>	<b>3118</b>	<b>3879</b>	<b>3531</b>	<b>2989</b>	<b>4290</b>	<b>5006</b>	<b>5600</b>
<b>Market Capitalisation</b>	<b>17781</b>	<b>13753</b>	<b>13869</b>	<b>21390</b>	<b>38827</b>	<b>31739</b>	<b>41041</b>	<b>30792</b>	<b>45425</b>
Economic Value Added (EVA)	641	485	575	835	1723	1376	1677	1334	1228
<b>Key Ratios</b>									
Particulars	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14
OPBIT*/Income from Operations - %	16.0	12.2	13.3	14.1	17.4	13.5	15.3	13.8	14.0
OPBT**/Income from Operations - %	14.6	10.8	11.8	12.7	16.2	11.4	10.7	9.0	9.6
Profit After Tax/ Income from Operations - %	11.1	8.6	9.3	10.4	14.1	9.9	10.1	8.9	8.3
Return on Average Equity - %	55.5	38.3	35.5	37.8	61.4	60.1	65.6	45.6	39.8
Return on Average Capital Employed - %	72.3	51.6	49.0	50.9	76.4	62.3	58.9	47.8	52.7
EVA/ Capital Employed	32.9	20.1	20.0	23.9	46.5	34.5	34.5	25.2	22.6
Dividend Per Share (Rs.)	20	17	19	20	110	105	45	60	65
Dividend (%)	1000	850	950	1000	5500	5250	2250	3000	3250
Dividend Payout - %	46.9	46.3	45.9	36.5	115.0	126.4	43.9	66.2	72.0
Earning Per Share (Rs.)	48.6	43.0	48.5	64.2	111.8	96.5	119.1	106.1	105.6
Market Value/ Book Value	8.9	5.6	4.6	5.6	11.2	10.7	9.6	6.2	8.1

### Notes

\* OPBDIT: Operating Profit before Depreciation, Interest and Tax

\*\* OPBT: PBT before other Income