

Performance Trends

Consolidated Quarterly Financials

(Amount in ₹ Crore)

2109-20 Particulars	Three Months Ended				Annual
	30-Jun-19	30-Sep-19	31-Dec-19	31-Mar-20	FY20
Revenue from Operations	2,166	1,829	1,824	1,496	7,315
Total Expenditure	1,705	1,476	1,451	1,214	5,846
Profit before Finance Cost, Tax, Depreciation and Amortisation	461	353	373	282	1,469
Other Income	28	35	29	32	124
Finance Cost	12	13	12	13	50
Depreciation and Amortisation	35	35	32	38	140
Profit before Share of Profit/(Loss) of Joint Ventures, Exceptional Items and Tax	442	340	358	263	1,403
Share of Profit/(Loss) of Joint Ventures	-	1	(0)	(1)	-
Profit Before Tax	442	341	358	262	1,403
Tax Expense	115	88	82	53	338
Profit After Tax	327	253	276	209	1,065
Minority Interest	7	6	4	5	22
Net Profit attributable to Owners of the Company	320	247	272	204	1,043
Equity Share Capital	129	129	129	129	129
Earning per Share - (₹)	2.5	1.9	2.1	1.6	8.1

*Profit After Tax for the three months ended June 30, 2019 & three months and year ended March 31, 2020 excludes the impact of the exceptional items.

(Amount in ₹ Crore)

2018-19 Particulars	Three Months Ended				Annual
	30-Jun-18	30-Sep-18	31-Dec-18	31-Mar-19	FY19
Revenue from Operations	2,027	1,837	1,861	1,609	7,334
Total Expenditure	1,661	1,532	1,502	1,315	6,008
Profit before Finance Cost, Tax, Depreciation and Amortisation	366	305	359	294	1,326
Other Income	24	29	22	28	103
Finance Cost	9	10	9	12	40
Depreciation and Amortisation	31	31	31	39	131
Profit before Share of Profit/(Loss) of Joint Ventures, Exceptional Items and Tax	350	293	341	271	1,258
Share of Profit/(Loss) of Joint Ventures	-	1	-	(1)	(1)
Profit Before Tax	350	294	341	270	1,257
Tax Expense	91	78	90	55	314
Profit After Tax	259	216	251	215	943
Minority Interest	4	4	5	4	17
Net Profit attributable to Owners of the Company	255	212	246	211	926
Equity Share Capital	129	129	129	129	129
Earning per Share - (₹)	2.0	1.6	1.9	1.6	7.2

*Profit After Tax for the three months and year ended March 31, 2019 excludes the impact of the tax adjustment for earlier years.

Economic Value Added

(Amount in ₹ Crore)

	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Average Capital Employed	2,395	2,180	2,330	2,493	2,736	3,111	3,363
Average Debt / Total capital (%)	31	25	16	11	10	11	10
Profit After Current Tax (excluding extraordinary items)	515	583	778	856	833	926	1,056
Add: Interest Post Tax	25	16	15	12	12	18	18
Net Operating Profit After Tax	540	600	793	868	845	944	1,074
Less: Cost of Capital	208	181	235	259	294	355	370
Economic Value Added	332	419	558	610	551	589	704

Sustainable Wealth Creation

Investment	Through	Shares	Value (in ₹)	Indexed Value
April 1996 - Original Purchase	IPO	100	17,500	100
August 2002	Bonus (Equity 1:1)	200	-	-
September 2002	Bonus (Preference 1:1)	200	-	-
May 2004	Bonus (Equity 1:1)	400	-	-
February 2007	Share Split (10:1)	4000	-	-
December 2015	Bonus (Equity 1:1)	8000	-	-
Holdings and Cost as on March 31, 2020		8,000	17,500	100

Return	Through	Shares	Value (in ₹)	Indexed Value
March 31, 2020	Market value	8000	2,198,800	12,565
March 2004	Redemption proceeds of Bonus Preference shares	200	2,000	11
April 1996 - March 2020	Dividend Received*#		237,899	1,359
Gross Returns			2,438,699	13,935
Compound Annual Return since IPO			23%	23%

* Dividends are inclusive of those received on Bonus Preference Shares

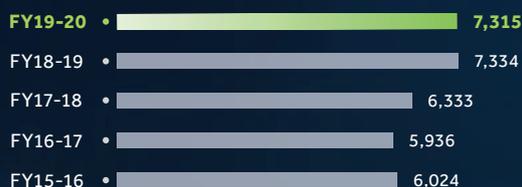
Subject to taxes as applicable

Key Performance Indicators

Healthy progress across parameters

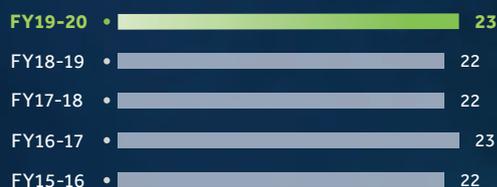
Sales & Services

₹ in Crore



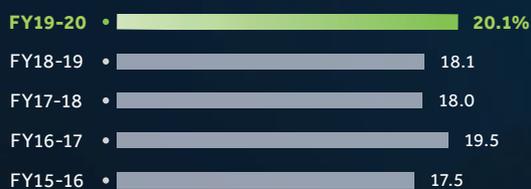
Share of International FMCG Business

%



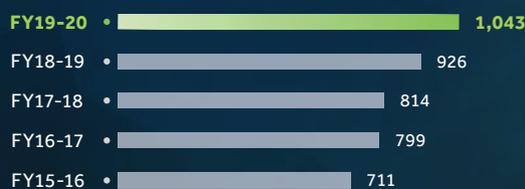
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%



Net Profit

₹ in Crore



Earnings per Share

₹



Debt / Equity



Dividend Declared

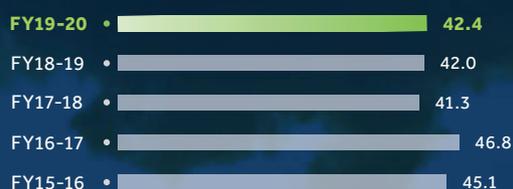
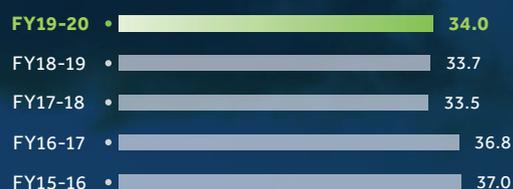
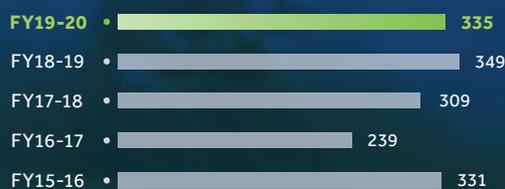
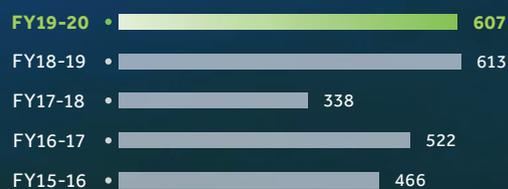
% of face value



Cash Profits

₹ in crores



Return on Capital Employed %**Return on Net Worth** %**Loan of Books** ₹ in Crore**Surplus on Books** ₹ in Crore**Economic Value Added (EVA)** ₹ in Crore

*FY16, FY17 & FY18 numbers are as per IND-AS and hence not comparable with earlier years.

FY19 and FY20 Net Profit excludes the impact of one-offs and extraordinary items.

P&L for FY19 and FY20 and Balance Sheet for FY18, FY19 and FY20 are as per Ind-AS 116 and hence not comparable with earlier years.