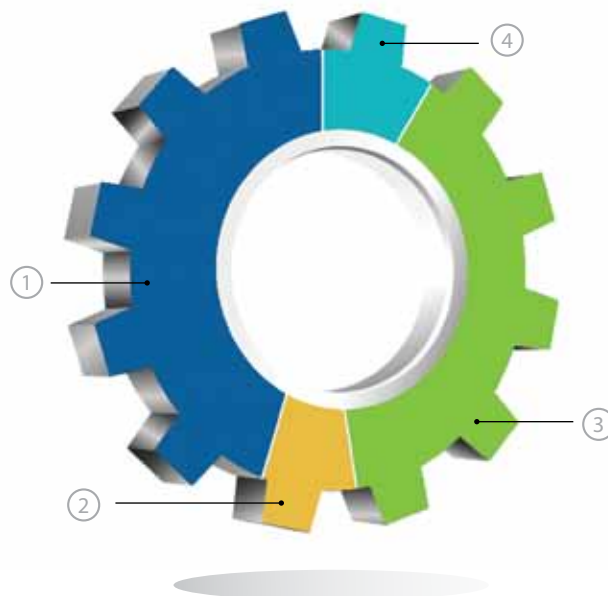


CONSOLIDATED FINANCIAL HIGHLIGHTS 2013-14



Geographical Distribution of Revenue

India	30%	1
Asia excluding India	13%	2
Europe	52%	3
Rest of World	5%	4
Total	100%	

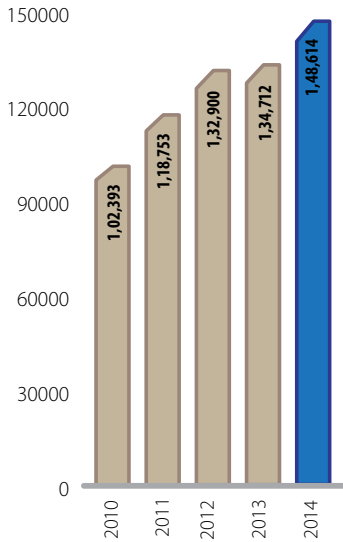


Capital Employed by Geographies

India	45%
Asia excluding India	8%
Europe	38%
Rest of World	9%
Total	100%

Turnover

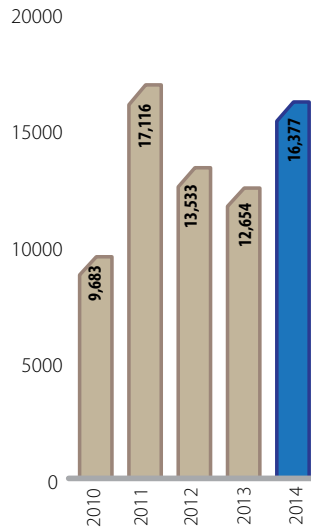
(₹ in crores)



Turnover = Revenue from operations (-)
Excise Duty

EBITDA

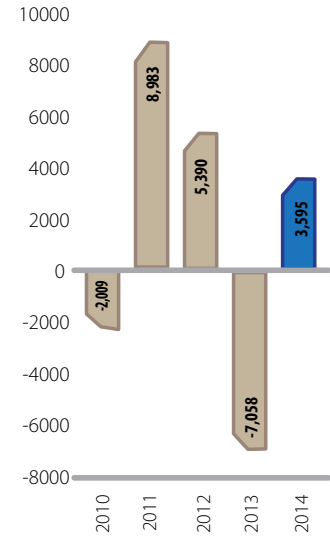
(₹ in crores)



EBITDA = Profit before exceptional items
and taxes (+) Net Finance Charges (+)
Depreciation (-) Minority Interest (+)
Share of Profit of Associates

Profit after Tax

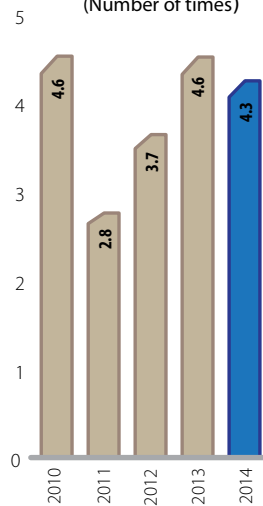
(₹ in crores)



Profit after tax, minority interest and
share of profit of associates

Net Debt/EBITDA

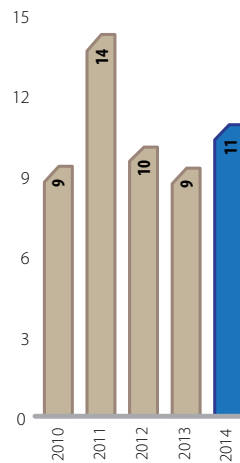
(Number of times)



Net Debt/EBITDA (Annualised)

EBITDA Margin

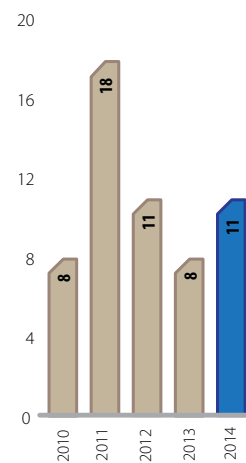
(%)



EBITDA Margin = EBITDA/Turnover

Return on Invested Capital (Pre-tax)

Excluding exceptional items
(%)



ROIC = Adjusted Operating Profit before tax
and exceptional items/Average Invested
Capital [Invested Capital = Net Fixed Assets
(excluding WIP) + Goodwill + Investments +
Adjusted Net Current Assets]