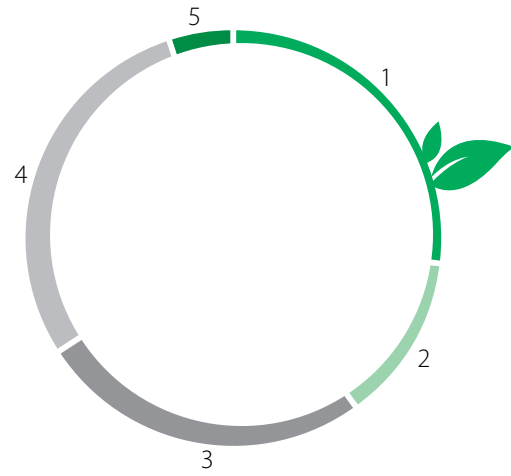


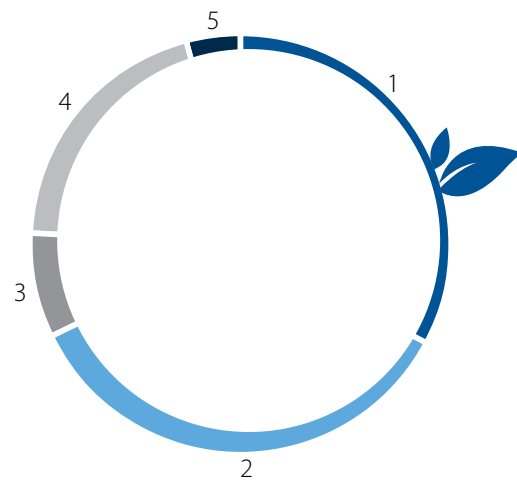


Geographical Distribution of Revenue



1. India	27%
2. Asia excluding India	13%
3. UK	26%
4. EU excluding UK	29%
5. Rest of World	5%
Total	100%

Capital Employed by Geographies

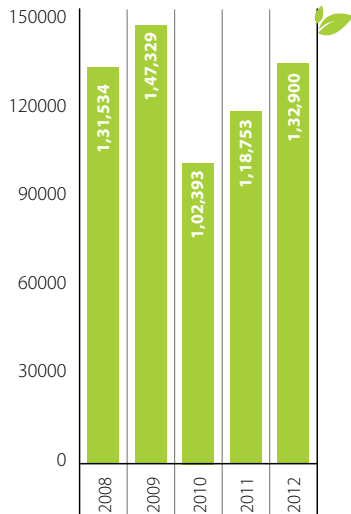


1. India	33%
2. Asia excluding India	35%
3. UK	8%
4. EU excluding UK	20%
5. Rest of World	4%
Total	100%

Key consolidated financial highlights 2011-12

Turnover

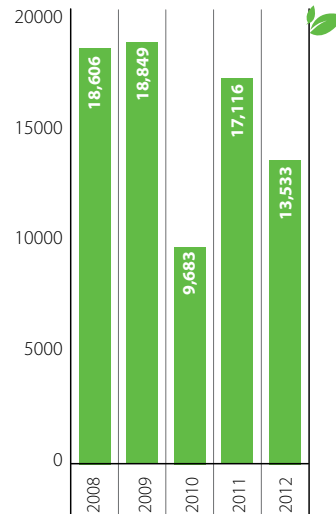
(₹ in crores)



Turnover = Sales and other operating income (-) Excise Duty

EBITDA

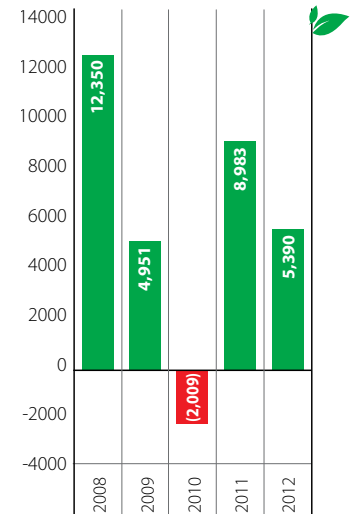
(₹ in crores)



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

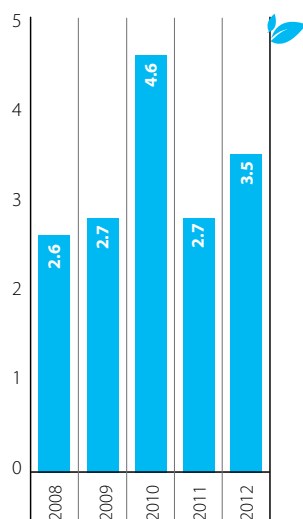
Profit after Tax

(₹ in crores)



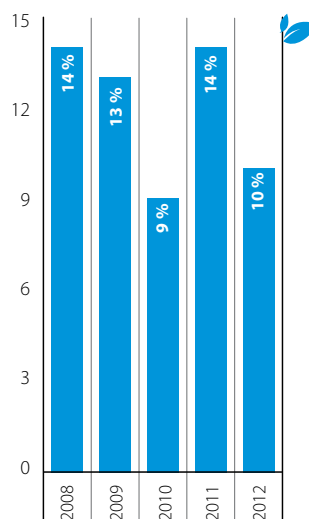
Profit after taxes, minority interest and share of profit of associates

Net Debt/EBITDA



Net Debt/EBITDA (Annualised)

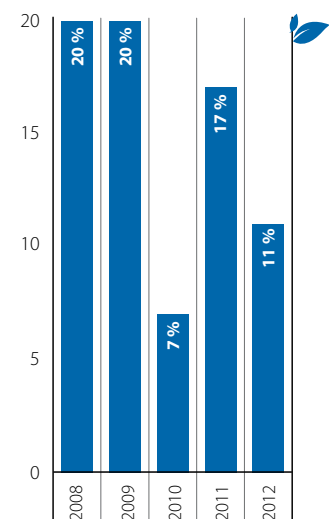
EBITDA Margin



EBITDA Margin = EBITDA/Turnover

Return on Invested Capital

(Pre-tax)



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]