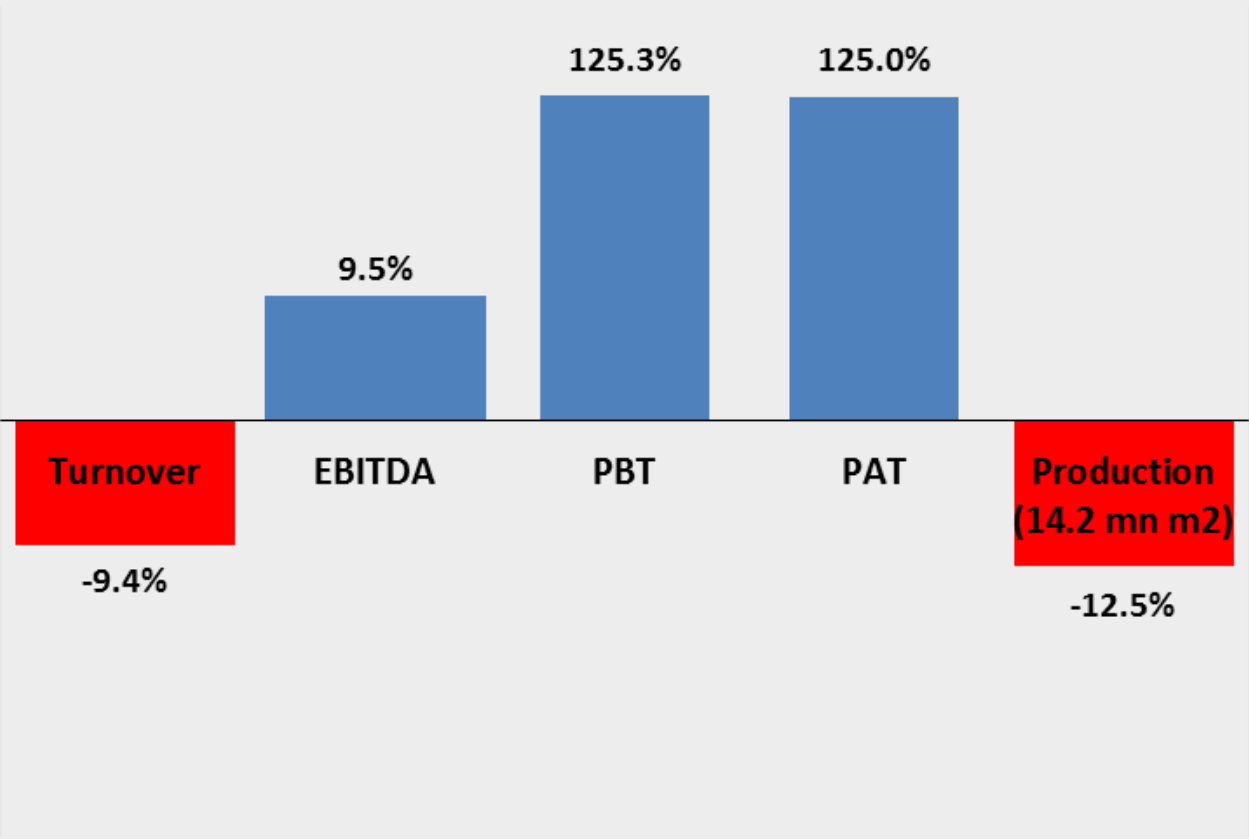




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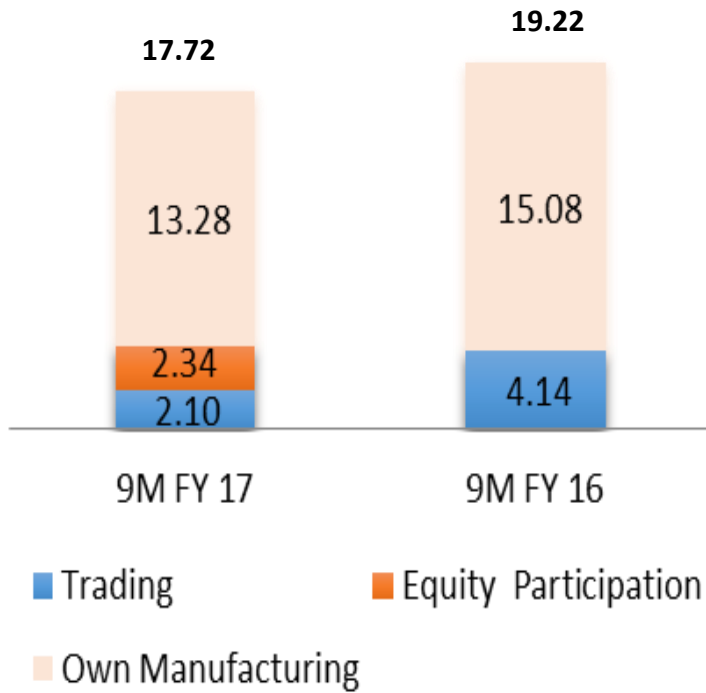
9 Months ending December '16 Overview

FY17 9M v/s FY16 9M

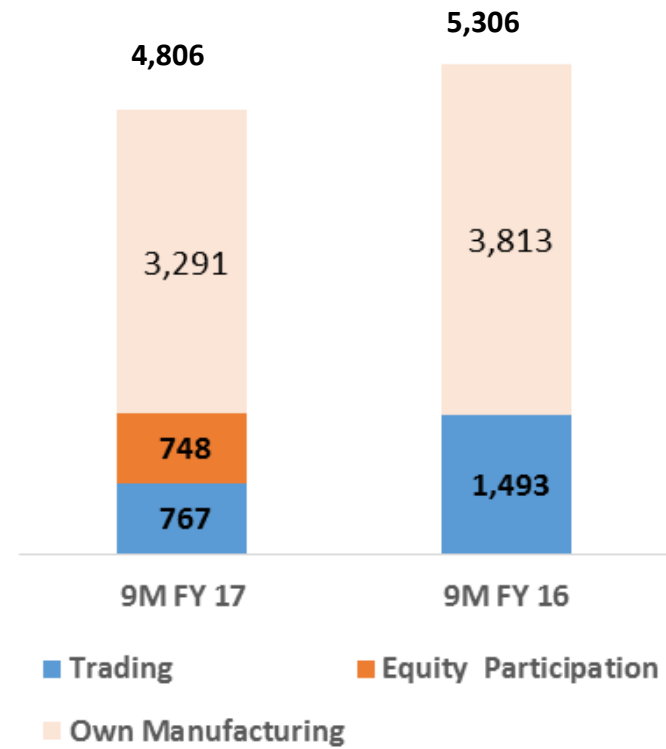


Sales Performance

Sales Volume (in Mn m2)



Sales Value (INR Mn)



Income Statement

	FY17 Q3	FY16 Q3	Growth FY17 Q3 vs FY16 Q3	FY17 9M	FY16 9M	Growth FY17 9M vs FY16 9M
Gross Sales	1,572	1,848	-14.9%	4,806	5,306	-9.4%
Net Sales	1,459	1,733	-15.8%	4,466	4,920	-9.2%
EBITDA	112	109	2.8%	342	313	9.3%
Margin on Net Sales	7.7%	6.3%	22.0%	7.7%	6.4%	20.4%
PBT	47	25	88.0%	135	60	125.0%
Margin on Net Sales	3.2%	1.4%	123.3%	3.0%	1.2%	147.9%
PAT	26	16	62.5%	69	31	122.6%
Margin on Net Sales	1.8%	0.9%	93.0%	1.5%	0.6%	145.2%

All figures in INR mn except Margin and Growth y-o-y data.

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Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.

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