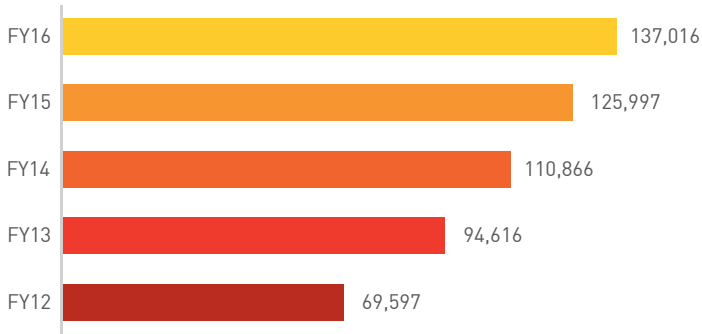


16

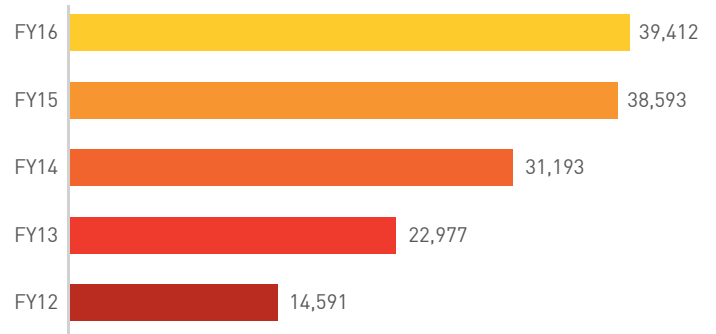
The Performance Matrix

Financial Highlights 2016

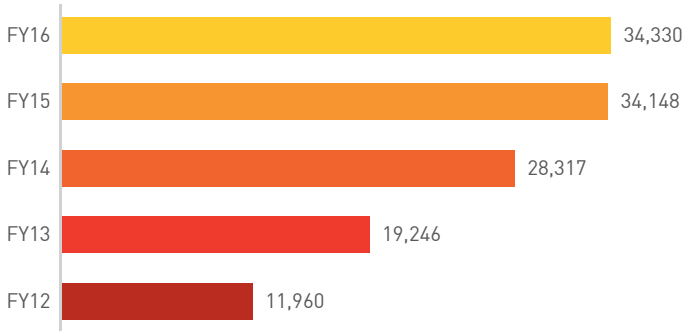
Business Analysis – Revenue and Profitability



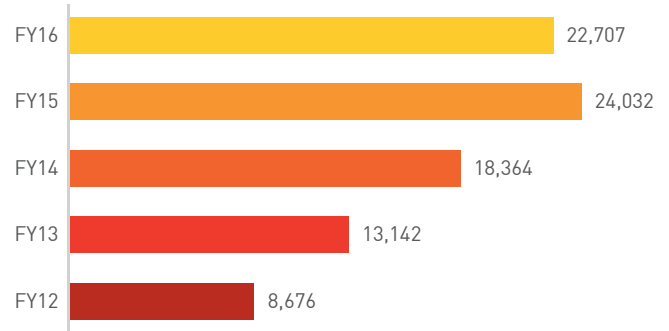
Net Sales (₹ million) **CAGR 18.5%**



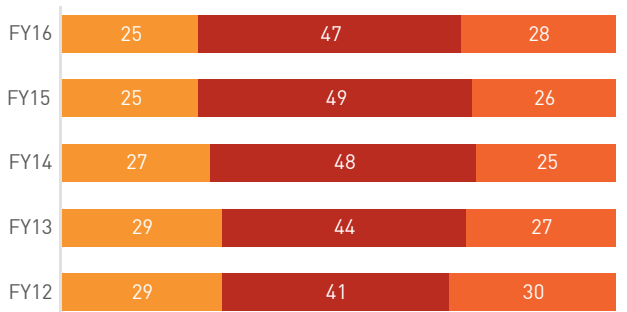
EBITDA (₹ million) **CAGR 28.2%**



Profit Before Tax (₹ million) **CAGR 30.2%**

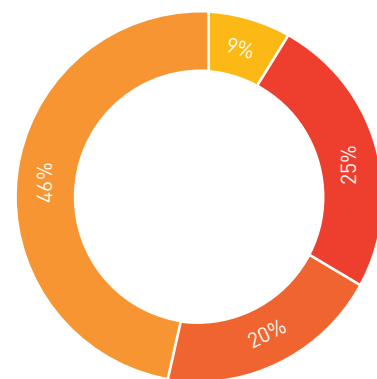


Net Profit (₹ million) **CAGR 27.2%**



Exports - Emerging Markets Exports - Advanced Markets Domestic

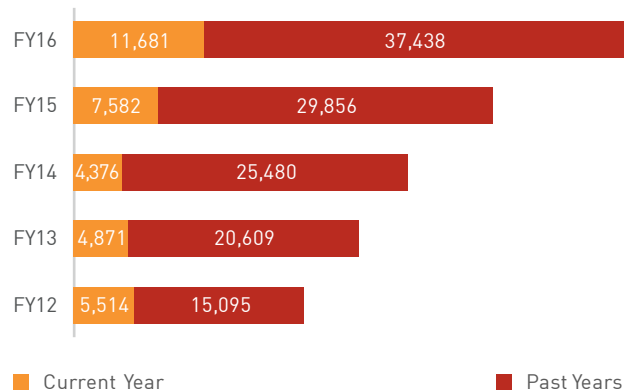
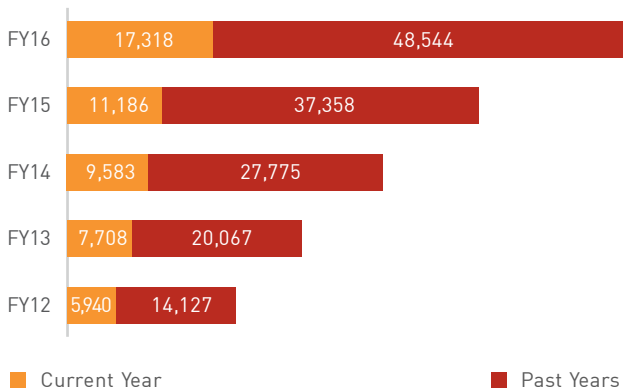
Geographic Break Down (% Contribution) (FML + API)



API Emerging Markets Formulations Domestic Formulations Advanced Markets Formulations

Revenue Composition (%)

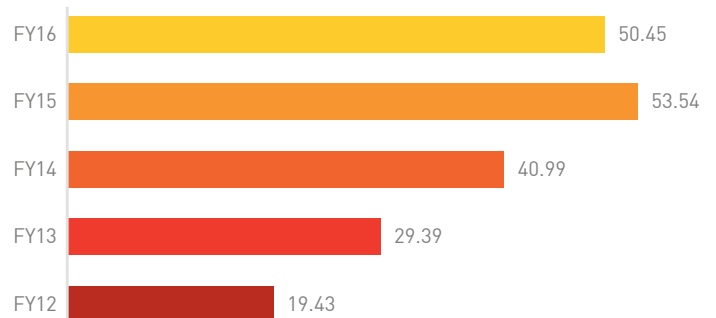
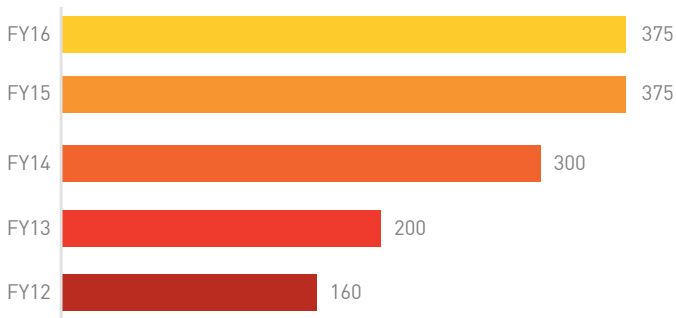
Business Critical Investment



Cumulative R&D (₹ million)

Cumulative Capex (₹ million)

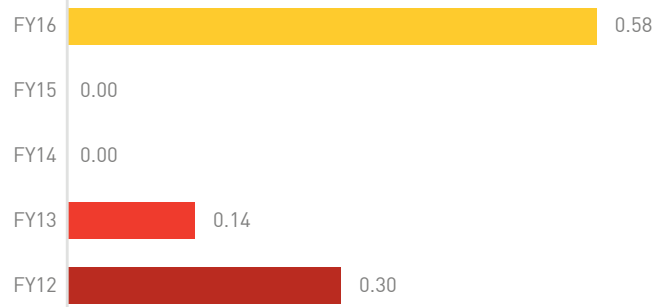
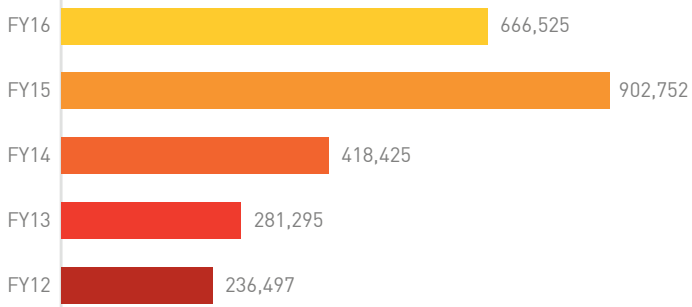
Shareholder Value Growth



Dividend (%)

Earning Per Share (₹)

CAGR 26.9%



Market Capitalization (₹ million) **CAGR 29.6%**

Debt Equity Ratio