

7<sup>th</sup> August, 2019

The Secretary  
BSE Ltd.  
Corporate Relationship Dept.,  
14<sup>th</sup> floor, P. J. Tower,  
Dalal Street, Fort  
Mumbai - 400 001  
Stock Code – 500331

The Secretary  
National Stock Exchange of India Ltd.  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai - 400 051  
Stock Code - PIDILITIND

**Sub: Investor Update**  
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Dear Sir,

Please find attached the Investor Update for the quarter ended 30<sup>th</sup> June, 2019 and a presentation.

Thanking You,

Yours faithfully,  
**For Pidilite Industries Limited**

  
**Puneet Bansal**  
Company Secretary

Encl: a/a

**Pidilite Industries Limited**

**Corporate Office**  
Ramkrishna Mandir Road  
Andheri - E, Mumbai 400059, India

**Reqd. Office**  
Regent Chambers, 7th Floor  
Jamnalal Bajaj Marg  
208 Nariman Point  
Mumbai 400 021

T + 91 22 2835 7000  
2835 7952 / 2835 7365  
F + 91 22 2830 4482  
www.pidilite.com  
CIN:L24100MH1969PLC014336



## Pidilite Industries Limited

### Investor Update

Quarter ended June 2019

#### Coverage

- Financial Highlights
- Business segment wise results
- Overseas subsidiaries performance
- Domestic subsidiaries performance
- Financial Results

#### Financial Highlights

Particulars	Consolidated	Standalone
	Quarter Ended June'19	Quarter Ended June'19
Sales Growth	10.3%	11.0%
EBITDA Growth	15.7%	16.4%

#### Investor Communication

This investor update covers the Company's performance for the quarter ended 30<sup>th</sup> June 2019.

#### Contact information

Mr. Puneet Bansal, Company Secretary

E-mail: puneet.bansal@pidilite.com

Telephone : 022-2835 7949

#### Financial Highlights

#### April – June 2019

##### Consolidated Performance as compared to the same quarter last year:

- Net sales grew by 10.3%.
- Material cost as a % to net sale is lower by 100 Bps vs same period last year.
- EBITDA before non-operating income grew by 15.7% mainly on account of input cost led improvement by 1%
- Profit before tax grew by 16.4%.
- Profit after tax grew by 22.2%.

##### Standalone Performance as compared to the same quarter last year:

- Net sales grew by 11.0%, with sales volume & mix growth of 6.3%. This was driven by 6.1% growth in sales volume & mix of Consumer & Bazaar products and 11.7% growth in sales volume & mix of Industrial Products.
- Material cost as a % to net sales is lower by 130 Bps over same period last year.
- EBITDA before non-operating income grew by 16.4% mainly on account of input cost led improvement by 1.3%
- Profit before tax grew by 7.3%. Excluding income from inter-company transfer of intangible assets in same period last year, grew by 17.2%.
- Profit after tax grew by 7.7%. Excluding income from inter-company transfer of intangible assets and effect of tax thereon, in same period last year, grew by 19.2%.

**Business Segment Wise Performance – Standalone (On a comparable basis)**

Rs Crores

Sr. No.	Particulars	Quarter ended		
		Jun'19	Jun'18	% Changes
<b>1</b>	<b>Segment Net Sales</b>			
	a) Consumer & Bazaar Products	1,491.0	1,349.0	10.5%
	b) Industrial Products	290.2	255.6	13.5%
	c) Others	22.5	21.7	3.6%
	Total	1,803.7	1,626.3	10.9%
	Less : Inter Segment Revenue	35.6	33.8	5.3%
	<b>Net Sales</b>	<b>1,768.1</b>	<b>1,592.5</b>	<b>11.0%</b>
<b>2</b>	<b>Segment Results</b>			
	a) Consumer & Bazaar Products	449.3	421.9	6.5%
	b) Industrial Products	45.3	37.9	19.3%
	c) Others	-1.4	-3.3	58.5%
	Total	493.2	456.5	8.0%
	Less : i) Finance Costs	2.7	2.0	35.2%
	ii) Other Unallocable Expenditure net of Unallocable Income	64.3	57.4	12.0%
	<b>Total Profit Before Tax</b>	<b>426.2</b>	<b>397.1</b>	<b>7.3%</b>
	<b>PBT excluding Intangible Income of previous year</b>	<b>426.2</b>	<b>363.7</b>	<b>17.2%</b>

Intangible income represents inter-company transfer of intangible assets in same period last year

**April - June 2019**

- Net sales of Consumer & Bazaar segment grew by 10.5%. PBIT of Consumer & Bazaar segment grew by 6.5%. Excluding intangible income of previous year growth is 15.7%.
- Net sales of Industrial Products segment grew by 13.5%. PBIT of Industrial products segment grew by 19.3%.

## Overseas subsidiaries performance

- The Company has 19 overseas subsidiaries (6 direct and 13 step-down) and one joint venture, including those having manufacturing and selling operations in USA, Brazil, Thailand, Dubai, Egypt, Sri Lanka and Bangladesh.

The performance of the following major geographies in constant currency terms is detailed below. These are like for like actual reported numbers excluding translations and other consolidation impacts.

Sales	Rs Crores		
	Quarter Ended		
	Jun'19	Jun'18	Growth
Pidilite Speciality Chemicals Bangladesh Pvt Ltd	32.6	27.4	18.9%
Pidilite Lanka Pvt Ltd	8.0	6.8	18.4%
Pidilite USA Inc.	31.5	28.1	12.4%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	21.0	19.8	6.5%
Pidilite Bamco Ltd includes Bamco Supply and Services	13.7	13.6	0.9%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C.	8.0	8.1	-2.0%
Pidilite MEA Chemicals LLC	26.3	22.7	16.1%
Others	1.8	2.1	-14.8%
<b>Total Sales</b>	<b>142.9</b>	<b>128.4</b>	<b>11.3%</b>

EBITDA	Quarter Ended		
	Jun'19	Jun'18	Growth
	Pidilite Speciality Chemicals Bangladesh Pvt Ltd	5.4	5.2
Pidilite Lanka Pvt Ltd	0.1	-0.4	136.2%
Pidilite USA Inc.	3.3	1.5	111.7%
Pulvitec do Brasil Industria e Comercio de Colas e Adesivos Ltda	0.3	-0.5	172.4%
Pidilite Bamco Ltd includes Bamco Supply and Services	0.4	0.8	-54.5%
Pidilite Industries Egypt SAE includes Pidilite Trading Egypt L.L.C.	-0.1	-0.4	77.8%
Pidilite MEA Chemicals LLC	-1.0	-2.3	56.9%
Others	0.3	-0.3	211.8%
<b>Total EBITDA</b>	<b>8.7</b>	<b>3.7</b>	<b>133.8%</b>

- Bangladesh and Pidilite Lanka have reported good sales growth. EBITDA growth in Bangladesh is marginal due to higher manufacturing and SG&A expenses to support future growth.
- Sargent Art, a division of Pidilite USA, reported good growth in sales and EBITDA mainly due to favourable trend and growth of key customers.
- The subsidiaries in Thailand and Egypt reported flat sales due to competitive pressures and market conditions.

## Domestic subsidiaries performance

- The Company has 8 domestic subsidiaries and 2 partnership firm.
- The performance of major subsidiaries is detailed below. These are like for like actual reported numbers and exclude consolidation impact.

Rs Crores

Sales	Quarter Ended		
	Jun'19	Jun'18	Growth
<b>Nina Percept Pvt Ltd</b>	<b>63.4</b>	<b>76.5</b>	<b>-17.2%</b>
<b>ICA Pidilite Pvt Ltd</b>	<b>53.4</b>	<b>37.1</b>	<b>44.1%</b>
<b>Cipy Polyurethane Pvt Ltd</b>	<b>31.8</b>	<b>37.4</b>	<b>-14.9%</b>
<b>Others</b>	<b>16.8</b>	<b>16.0</b>	<b>4.9%</b>
<b>Total Sales</b>	<b>165.4</b>	<b>167.0</b>	<b>-1.0%</b>

EBITDA	Quarter Ended		
	Jun'19	Jun'18	Growth
<b>Nina Percept Pvt Ltd</b>	<b>6.3</b>	<b>10.1</b>	<b>-37.4%</b>
<b>ICA Pidilite Pvt Ltd</b>	<b>5.4</b>	<b>1.9</b>	<b>190.1%</b>
<b>Cipy Polyurethane Pvt Ltd</b>	<b>3.6</b>	<b>3.9</b>	<b>-8.3%</b>
<b>Others</b>	<b>2.3</b>	<b>1.5</b>	<b>46.9%</b>
<b>Total EBITDA</b>	<b>17.6</b>	<b>17.4</b>	<b>0.8%</b>

- Nina Percept and Cipy, reported decline in sales and EBITDA due to market conditions.
- During the previous year, ICA Pidilite had acquired brands and technical knowhow of certain wood finish products from holding company (PIL). Like for like sales growth after excluding these products is 18% over same quarter last year. EBITDA growth is on account of improved margins due to scaled up local manufacturing and forex gains.

**PIDILITE INDUSTRIES LIMITED**

REGD. OFFICE : 7th Floor, Regent Chambers, Jamnalal Bajaj Marg, 208, Nariman Point, Mumbai - 400 021  
Tel No. 91 22 2835 7000 Fax : 91 22 2835 6007

Email address : investor.relations@pidilite.co.in Website : www.pidilite.com CIN : L24100MH1969PLC014336

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2019**

Rs Crores

Sr. No.	Particulars	For the Quarter ended			For the Year ended
		30.06.2019	31.03.2019	30.06.2018	
		Unaudited	Audited	Unaudited	
1	<b>Total Income</b>				
	a) Revenue from Operations	1779.07	1378.66	1608.31	6094.66
	b) Other Income	38.99	52.54	64.50	191.51
	<b>Total Income</b>	<b>1818.06</b>	<b>1431.20</b>	<b>1672.81</b>	<b>6286.17</b>
2	<b>Expenses</b>				
	a) Cost of materials consumed	672.31	633.95	700.95	2763.65
	b) Purchases of stock-in-trade	102.50	101.06	84.66	374.58
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	86.82	(63.01)	11.20	(73.81)
	d) Employee benefits expense	198.66	170.81	166.11	663.54
	e) Finance costs	2.71	1.85	2.01	7.14
	f) Depreciation, amortisation and impairment expense	28.05	29.82	22.93	99.83
	g) Other expenses	300.81	273.95	287.80	1074.79
	<b>Total Expenses</b>	<b>1391.86</b>	<b>1148.43</b>	<b>1275.66</b>	<b>4909.72</b>
3	<b>Profit before exceptional items and tax (1-2)</b>	<b>426.20</b>	<b>282.77</b>	<b>397.15</b>	<b>1376.45</b>
4	Exceptional items	-	-	-	-
5	<b>Profit before tax (3-4)</b>	<b>426.20</b>	<b>282.77</b>	<b>397.15</b>	<b>1376.45</b>
6	<b>Tax Expense</b>				
	Current tax	135.87	34.56	128.10	385.56
	Deferred tax	2.78	5.01	2.12	11.45
7	<b>Profit for the period (5-6)</b>	<b>287.55</b>	<b>243.20</b>	<b>266.93</b>	<b>979.44</b>
8	<b>Other Comprehensive Income</b>				
	Items that will not be reclassified to profit or loss	(1.20)	2.84	(0.04)	(4.37)
	Income tax relating to items that will not be reclassified to profit or loss	0.42	(1.12)	0.01	1.39
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>286.77</b>	<b>244.92</b>	<b>266.90</b>	<b>976.46</b>
10	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	50.80	50.80	50.78	50.80
11	<b>Other Equity</b>				4135.92
12	<b>Earnings per equity share in Rs.</b>				
	a) Basic	5.66	4.79	5.26	19.28
	b) Diluted	5.66	4.78	5.25	19.27

@ For the period only and not annualised.

See accompanying Notes to Financial Results

**STANDALONE UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2019**

Rs Crores

Sr. No.	Particulars	For the Quarter ended				For the Year ended	
		30.06.2019		31.03.2019		31.03.2019	
		Unaudited	Audited	Unaudited	Audited	Unaudited	Audited
<b>1</b>	<b>Segment Revenue</b>						
	a) Consumer & Bazaar Products	1498.68	1097.78	1362.82	5065.92		
	b) Industrial Products	293.49	292.28	257.60	1065.58		
	c) Others	22.53	20.61	21.72	86.51		
	Total	1814.70	1410.67	1642.14	6218.01		
	Less : Inter Segment Revenue	35.63	32.01	33.83	123.35		
	<b>Revenue from Operations</b>	<b>1779.07</b>	<b>1378.66</b>	<b>1608.31</b>	<b>6094.66</b>		
<b>2</b>	<b>Segment Results</b>						
	a) Consumer & Bazaar Products	449.29	292.86	421.87	1449.66		
	b) Industrial Products	45.26	43.20	37.93	154.10		
	c) Others	(1.36)	(1.67)	(3.27)	(8.53)		
	Total	493.19	334.39	456.53	1595.23		
	Less : i) Finance Costs	2.71	1.85	2.01	7.14		
	ii) Other Unallocable Expenditure net of Unallocable Income	64.28	49.77	57.37	211.64		
	<b>Total Profit Before Tax</b>	<b>426.20</b>	<b>282.77</b>	<b>397.15</b>	<b>1376.45</b>		
<b>3</b>	<b>Segment Assets</b>						
	a) Consumer & Bazaar Products	2071.45	1956.86	1883.80	1956.86		
	b) Industrial Products	598.39	583.98	532.35	583.98		
	c) Others	76.77	73.67	45.74	73.67		
	d) Unallocated	3106.28	2735.50	2596.65	2735.50		
	<b>Total Segment Assets</b>	<b>5852.89</b>	<b>5350.01</b>	<b>5058.54</b>	<b>5350.01</b>		
<b>4</b>	<b>Segment Liabilities</b>						
	a) Consumer & Bazaar Products	911.85	741.96	745.27	741.96		
	b) Industrial Products	245.32	216.03	205.61	216.03		
	c) Others	6.17	10.99	10.04	10.99		
	d) Unallocated	210.92	194.31	265.58	194.31		
	<b>Total Segment Liabilities</b>	<b>1374.26</b>	<b>1163.29</b>	<b>1226.50</b>	<b>1163.29</b>		

Unallocated Segment Assets as at 30th June 2019 include the following:-

- a) Capital Work in Progress Rs. 95.43 Crores (31st March 2019 Rs. 95.43 Crores, 30th June 2018 Rs. 101.35 Crores) of Synthetic Elastomer Project.
- b) Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 1970.78 Crores (31st March 2019 Rs. 1571.00 Crores, 30th June 2018 Rs. 1402.11 Crores)

Notes to the Standalone Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 6th August 2019.
2. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter ended 30th June 2019.
3. The financial results of the Company have been prepared in accordance with Indian Accounting Standards ("Ind AS") notified under Section 133 of the Companies Act, 2013 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Effective 1st April 2019, the Company adopted IND AS 116 'Leases' and applied the same to the lease contracts existing on 1st April 2019 using the modified retrospective approach, recognizing right-of-use asset and adjusted lease liability. Accordingly, comparatives for the year ended 31st March 2019 and other periods disclosed have not been retrospectively adjusted. The effect of the adoption is not significant to the profit for the period.
5. During the quarter, the Company allotted 1,650 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company and its subsidiaries to whom the options were granted.
6. The current tax for the quarter and year ended 31st March 2019, is after considering Rs. 52.87 Crores being excess provision written back in respect of earlier years.
7. The figures for the quarter ended 31st March 2019 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the relevant financial year.
8. Previous periods' figures are regrouped to make them comparable with those of current period.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai

Dated : 6th August 2019

**BHARAT PURI**  
Managing Director  
DIN: 02173566



**STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30.06.2019**

Sr. No.	Particulars	For the Quarter ended		For the year ended
		30.06.2019 Unaudited	31.03.2019 Audited	
1	<b>Total Income</b>			
	a) Revenue from Operations	2016.81	1638.93	1834.07
	b) Other Income	39.86	56.21	32.13
	<b>Total Income</b>	<b>2056.67</b>	<b>1695.14</b>	<b>1866.20</b>
2	<b>Expenses</b>			
	a) Cost of materials consumed	791.51	794.88	791.77
	b) Purchases of stock-in-trade	93.29	76.93	105.46
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	95.70	(56.97)	10.15
	d) Employee benefits expense	243.62	217.12	207.10
	e) Finance costs	7.34	6.57	7.27
	f) Depreciation, amortisation and impairment expense	37.73	38.96	30.11
	g) Other expenses	348.96	328.19	337.93
	<b>Total Expenses</b>	<b>1618.15</b>	<b>1405.68</b>	<b>1489.79</b>
3	<b>Profit before Exceptional Items, Share of profit of Associate and Joint venture and Tax (1-2)</b>	<b>438.52</b>	<b>289.46</b>	<b>376.41</b>
4	Share of profit of associate (net of tax)	0.29	1.47	0.46
5	Share of profit of joint venture (net of tax)	-	-	(0.04)
6	<b>Profit before Exceptional Items and Tax (3+4+5)</b>	<b>438.81</b>	<b>290.93</b>	<b>376.83</b>
7	Exceptional items	-	10.95	-
8	<b>Profit before tax (6-7)</b>	<b>438.81</b>	<b>279.98</b>	<b>376.83</b>
9	<b>Tax Expense</b>			
	Current tax	141.08	40.74	134.28
	Deferred tax	3.34	2.37	1.77
10	<b>Profit for the period (8-9)</b>	<b>294.39</b>	<b>236.87</b>	<b>240.78</b>
	<b>Attributable to:</b>			
	Shareholders of the Company	292.89	235.14	238.67
	Non Controlling Interest	1.50	1.73	2.11
11	<b>Other Comprehensive Income</b>			
	Items that will not be reclassified to profit or loss	(1.47)	0.88	(0.23)
	Income tax relating to items that will not be reclassified to profit or loss	0.47	(0.68)	0.07
	Items that will be reclassified to profit or loss	0.88	(4.40)	2.23
	<b>Total Other Comprehensive Income</b>	<b>(0.12)</b>	<b>(4.20)</b>	<b>2.07</b>
	<b>Attributable to:</b>			
	Shareholders of the Company	(0.16)	(3.82)	2.22
	Non Controlling Interest	0.04	(0.38)	(0.15)
12	<b>Total Comprehensive Income for the period (10+11)</b>	<b>294.27</b>	<b>232.67</b>	<b>242.85</b>
	<b>Attributable to:</b>			
	Shareholders of the Company	292.73	231.32	240.89
	Non Controlling Interest	1.54	1.35	1.96
13	<b>Paid-up Equity Share Capital (Face value of share : Re. 1/-)</b>	50.80	50.80	50.78
14	<b>Other Equity</b>			4097.29
15	<b>Earnings per equity share in Rs.</b>			
	a) Basic	5.77 @	4.63 @	4.70 @
	b) Diluted	5.76 @	4.63 @	4.70 @

Rs Crores

**CONSOLIDATED UNAUDITED SEGMENT INFORMATION FOR THE QUARTER ENDED 30.06.2019**

Sr. No.	Particulars	Rs Crores			
		For the Quarter ended		For the Year ended	
		30.06.2019	31.03.2019	30.06.2018	31.03.2019
	Unaudited	Audited	Unaudited	Audited	
<b>1</b>	<b>Segment Revenue</b>				
	a) Consumer & Bazaar Products	1736.42	1358.05	1588.58	6050.00
	b) Industrial Products	293.49	292.28	257.60	1065.58
	c) Others	22.53	20.61	21.72	86.51
	Total	2052.44	1670.94	1867.90	7202.09
	Less : Inter Segment Revenue	35.63	32.01	33.83	123.35
	<b>Revenue from Operations</b>	<b>2016.81</b>	<b>1638.93</b>	<b>1834.07</b>	<b>7078.74</b>
<b>2</b>	<b>Segment Results</b>				
	a) Consumer & Bazaar Products	462.47	300.78	402.97	1449.11
	b) Industrial Products	45.26	43.20	37.93	154.10
	c) Others	(1.36)	(1.67)	(3.27)	(8.53)
	Total	<b>506.37</b>	<b>342.31</b>	<b>437.63</b>	<b>1594.68</b>
	Less : i) Finance Costs	7.34	6.57	7.27	26.07
	ii) Other Unallocable Expenditure net of Unallocable Income	60.51	46.28	53.95	212.57
	Add: Share of profit of associate/joint venture	0.29	1.47	0.42	3.60
	<b>Total Profit Before Exceptional Item and Tax</b>	<b>438.81</b>	<b>290.93</b>	<b>376.83</b>	<b>1359.64</b>
	Exceptional Items	-	10.95	-	18.02
	<b>Profit before tax</b>	<b>438.81</b>	<b>279.98</b>	<b>376.83</b>	<b>1341.62</b>
<b>3</b>	<b>Segment Assets</b>				
	a) Consumer & Bazaar Products	3337.88	3203.06	3120.57	3203.06
	b) Industrial Products	598.39	583.98	532.35	583.98
	c) Others	76.77	73.67	45.74	73.67
	d) Unallocated	2424.57	2053.80	1946.80	2053.80
	<b>Total Segment Assets</b>	<b>6437.61</b>	<b>5914.51</b>	<b>5645.46</b>	<b>5914.51</b>
<b>4</b>	<b>Segment Liabilities</b>				
	a) Consumer & Bazaar Products	1302.76	1103.97	1108.15	1103.97
	b) Industrial Products	245.32	216.03	205.61	216.03
	c) Others	6.17	10.99	10.04	10.99
	d) Unallocated	237.64	228.28	300.38	228.28
	<b>Total Segment Liabilities</b>	<b>1791.89</b>	<b>1559.27</b>	<b>1624.18</b>	<b>1559.27</b>

Unallocated Segment Assets as at 30th June 2019 include the following:-

- a) Capital Work in Progress Rs. 95.43 Crores (31st March 2019 Rs. 95.43 Crores, 30th June 2018 Rs. 101.35 Crores) of Synthetic Elastomer Project.
- b) Investments in units of mutual funds, debenture, bonds, preference shares, term deposits with banks, etc Rs. 1970.78 Crores (31st March 2019 Rs. 1571.00 Crores, June 2018 Rs. 1402.11 Crores)

Notes to the Consolidated Financial Results:

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 6th August 2019.
2. The above results comprise the results of Pidilite Industries Ltd. (Holding Company), 29 subsidiary companies (including two partnership firms), one Associate Company and one Joint Venture. The Statutory Auditors have carried out a "Limited Review" of the above financials results for the quarter ended 30th June 2019.
3. The financial results of the Company have been prepared in accordance with Indian Accounting Standards ("Ind AS") notified under Section 133 of the Companies Act, 2013 ('Act') read with Companies (Indian Accounting Standards) Rules, 2015, as amended.
4. Effective 1st April 2019, the Group adopted IND AS 116 'Leases' and applied the same to the lease contracts existing on 1st April 2019 using the modified retrospective approach, recognizing right-of-use asset and adjusted lease liability. Accordingly, comparatives for the year ended 31st March 2019 and other periods disclosed have not been retrospectively adjusted. The effect of the adoption is not significant to the profit for the period.
5. Exceptional items represent diminution / impairment in value of investments for the quarter ended 31st March 2019 Rs. 10.95 Crores and for the year ended 31st March 2019 Rs. 18.02
6. During the quarter, the Company allotted 1,650 equity shares of face value of Re. 1/- each under Employee Stock Option Plan - 2016 to the employees of the Company and its subsidiaries to whom the options were granted.
7. The current tax for the quarter and year ended 31st March 2019, is after considering Rs. 52.87 Crores being excess provision written back in respect of earlier years.
8. The figures for the quarter ended 31st March 2019 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the relevant financial year.
9. Previous periods' figures are regrouped to make them comparable with those of current period.

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

Mumbai  
Dated : 6th August 2019

**BHARAT PURI**  
Managing Director  
DIN: 02173566