

Ten Years at a Glance

Standalone Operating Results 2004 - 2013

(₹ in Crores)

| Year ending 31st March | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|--|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|
| GROSS INCOME | 12028 | 13542 | 16448 | 19557 | 21879 | 23594 | 26814 | 31399 | 36046 | 43044 |
| Excise Duties | 5333 | 5667 | 6371 | 7056 | 7320 | 7447 | 8046 | 9360 | 10073 | 12204 |
| Net Income | 6695 | 7875 | 10077 | 12501 | 14559 | 16147 | 18768 | 22039 | 25973 | 30840 |
| PBDIT | 2585 | 3028 | 3613 | 4293 | 5015 | 5393 | 6689 | 7993 | 9674 | 11566 |
| Depreciation | 241 | 313 | 332 | 363 | 439 | 549 | 609 | 656 | 699 | 795 |
| PBIT | 2344 | 2715 | 3281 | 3930 | 4576 | 4844 | 6080 | 7337 | 8975 | 10771 |
| PBT | 2319 | 2673 | 3269 | 3927 | 4572 | 4826 | 6015 | 7268 | 8898 | 10684 |
| Tax | 726 | 836 | 989 | 1227 | 1452 | 1562 | 1954 | 2280 | 2736 | 3266 |
| PAT (Before Exceptional Items) | 1593 | 1837 | 2280 | 2700 | 3120 | 3264 | 4061 | 4988 | 6162 | 7418 |
| PAT | 1593 | 2191 | 2235 | 2700 | 3120 | 3264 | 4061 | 4988 | 6162 | 7418 |
| Dividends * | 559 | 883 | 1135 | 1365 | 1543 | 1634 | 4453 | 4002 | 4089 | 4853 |
| - Ordinary Dividend | 559 | 883 | 1135 | 1365 | 1543 | 1634 | 2004 | 2518 | 4089 | 4853 |
| - Special Dividend | | | | | | | 2449 | 1484 | | |
| Earnings Per Share on profit after tax before exceptional items | | | | | | | | | | |
| Actual (₹) ** | 6.43 | 7.36 | 6.07 | 7.18 | 8.28 | 8.65 | 10.64 | 6.45 | 7.88 | 9.39 |
| Adjusted (₹) @ | 2.11 | 2.43 | 3.01 | 3.56 | 4.11 | 4.29 | 5.31 | 6.45 | 7.88 | 9.39 |
| Dividend Per Share | | | | | | | | | | |
| Actual - Ordinary (₹) ** | 2.00 | 3.10 | 2.65 | 3.10 | 3.50 | 3.70 | 4.50 | 2.80 | 4.50 | 5.25 |
| Actual - Special (₹) ** | | | | | | | 5.50 | 1.65 | | |
| Adjusted - Ordinary (₹) @ | 0.66 | 1.02 | 1.31 | 1.54 | 1.74 | 1.84 | 2.25 | 2.80 | 4.50 | 5.25 |
| Adjusted - Special (₹) @ | | | | | | | 2.75 | 1.65 | | |
| Market Capitalisation *** | 25793 | 33433 | 73207 | 56583 | 77765 | 69751 | 100476 | 140408 | 177360 | 244245 |
| Foreign Exchange Earnings | 1078 | 1269 | 1794 | 2283 | 2168 | 2226 | 2354 | 2732 | 2621 | 3807 |

* Including Dividend Distribution Tax.

** Based on number of shares outstanding at the year-end; reflects the impact of Corporate Actions and normalised for impact of 1:10 Stock Split effected in 2006.

*** Based on year-end closing prices, quoted on the Bombay Stock Exchange.

@ To facilitate like to like comparison, adjusted for impact of Corporate Actions.

During the above 10 year period, the following Corporate Actions took place:

2006 – 1 : 2 Bonus Issue

2011 – 1 : 1 Bonus Issue

Standalone Equity, Liabilities and Assets 2004 - 2013

(₹ in Crores)

| Year Ending 31st March | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|-------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| Equity | | | | | | | | | | |
| Share capital | 248 | 249 | 375 | 376 | 377 | 378 | 382 | 774 | 782 | 790 |
| Reserves and surplus | 6162 | 7646 | 8686 | 10061 | 11681 | 13357 | 13682 | 15179 | 18010 | 21498 |
| Shareholders' funds | 6410 | 7895 | 9061 | 10437 | 12058 | 13735 | 14064 | 15953 | 18792 | 22288 |
| Non-current liabilities | | | | | | | | | | |
| Long-term borrowings | 65 | 76 | 86 | 94 | 91 | 91 | 92 | 87 | 77 | 66 |
| Deferred tax liabilities (Net) | 88 | 376 | 325 | 473 | 545 | 867 | 785 | 802 | 873 | 1204 |
| Other Long-term liabilities | 50 | 50 | 50 | 86 | 90 | 95 | 45 | 115 | 120 | 129 |
| Current liabilities | | | | | | | | | | |
| Short-term borrowings | 56 | 169 | 26 | 77 | 92 | 62 | | 2 | 2 | |
| Proposed dividend (including tax) | 559 | 882 | 1135 | 1364 | 1543 | 1634 | 4452 | 4002 | 4089 | 4853 |
| Current liabilities (others) | 2924 | 2102 | 2401 | 2437 | 2830 | 3000 | 3567 | 4473 | 5035 | 5477 |
| Total Equity and Liabilities | 10152 | 11550 | 13084 | 14968 | 17249 | 19484 | 23005 | 25434 | 28988 | 34017 |
| Non-current assets | | | | | | | | | | |
| Fixed assets (Gross) | 5055 | 5932 | 6470 | 8000 | 10087 | 11773 | 12977 | 14099 | 16421 | 18432 |
| Accumulated Depreciation | 1443 | 1796 | 2065 | 2390 | 2791 | 3287 | 3825 | 4421 | 5045 | 5735 |
| Fixed Assets (Net) | 3612 | 4136 | 4405 | 5610 | 7296 | 8486 | 9152 | 9678 | 11376 | 12697 |
| Non-current investments | 1157 | 785 | 784 | 835 | 846 | 892 | 1357 | 1563 | 1953 | 2001 |
| Long-term loans and advances | 961 | 503 | 568 | 703 | 859 | 1117 | 882 | 1146 | 1196 | 1728 |
| Current assets | | | | | | | | | | |
| Current investments | 1897 | 3089 | 2733 | 2232 | 2089 | 1945 | 4370 | 3991 | 4363 | 5059 |
| Cash and bank balances | 34 | 56 | 856 | 900 | 570 | 1031 | 1126 | 2243 | 2819 | 3615 |
| Current assets (others) | 2491 | 2981 | 3738 | 4688 | 5589 | 6013 | 6118 | 6813 | 7281 | 8917 |
| Total Assets | 10152 | 11550 | 13084 | 14968 | 17249 | 19484 | 23005 | 25434 | 28988 | 34017 |
| Net Worth Per Share (₹) * | 8.63 | 10.55 | 12.07 | 13.87 | 16.00 | 18.20 | 18.42 | 20.62 | 24.04 | 28.21 |
| Debt : Equity Ratio | 0.01:1 | 0.01:1 | 0.01:1 | 0.01:1 | 0.01:1 | 0.01:1 | 0.01:1 | 0.01:1 | 0.004:1 | 0.003:1 |

* To facilitate like to like comparison, adjusted for 1:10 Stock Split, 1:2 Bonus Issue in 2006 and 1:1 Bonus Issue in 2011.

Equity includes impact of :

2006 – 1,21,27,470 Ordinary Shares of ₹ 1.00 each, fully paid, issued pursuant to Scheme of Amalgamation of erstwhile ITC Hotels Limited and Ansal Hotels Limited with the Company.

– 1 : 2 Bonus Issue (₹ 125 Crores).

2011 – 1 : 1 Bonus Issue (₹ 383 Crores).

Note : Figures for the periods prior to 2011 have been broadly re-classified/re-arranged/re-grouped, wherever material, as per revised Schedule VI to the Companies Act, 1956 in order to facilitate like to like comparison.