

TEN YEARS AT A GLANCE

Operating Results 1998-2007#

(Rs. in Crores)

Year Ending 31st March	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
GROSS INCOME	6923.75	7700.96	8069.37	8827.11	9982.46	11194.47	12039.92	13585.39	16510.51	19841.54
Excise Duties etc.	3693.94	4063.25	4133.89	4474.52	4780.86	5159.10	5344.60	5710.13	6433.90	7135.75
Net Income	3229.81	3637.71	3935.48	4352.59	5201.60	6035.37	6695.32	7875.26	10076.61	12705.79
Cost of Sales	2271.46	2443.30	2475.45	2516.44	3155.96	3712.00	4109.85	4846.89	6463.15	8412.89
PBDIT	958.35	1194.41	1460.03	1836.15	2045.64	2323.37	2585.47	3028.37	3613.46	4292.90
PBDT	877.33	1040.32	1347.48	1740.24	1978.71	2293.53	2560.68	2985.94	3601.53	4289.62
Depreciation	85.85	102.29	118.53	139.94	198.45	237.34	241.62	312.87	332.34	362.92
PBIT	872.50	1092.12	1341.50	1696.21	1847.19	2086.03	2343.85	2715.50	3281.12	3929.98
PROFIT BEFORE TAX	791.48	938.03	1228.95	1600.30	1780.26	2056.19	2319.06	2673.07	3269.19	3926.70
Tax	265.28	314.61	436.51	594.04	590.54	684.84	726.21	836.00	988.82	1226.73
PROFIT AFTER TAX										
BEFORE EXCEPTIONAL ITEMS	526.20	623.42	792.44	1006.26	1189.72	1371.35	1592.85	1837.07	2280.37	2699.97
EXCEPTIONAL ITEMS (NET OF TAX)	—	—	—	—	—	—	—	354.33	(45.02)	—
PROFIT AFTER TAXATION	526.20	623.42	792.44	1006.26	1189.72	1371.35	1592.85	2191.40	2235.35	2699.97
Dividends*	121.48	149.83	224.55	270.45	334.14	418.84	558.83	881.70	1134.70	1364.50
Retained Profits	404.72	473.59	567.89	735.81	855.58	952.51	1034.02	1309.70	1100.65	1335.47
Earnings Per Share on profit after tax before exceptional items										
Basic (Rs.)**	1.43	1.69	2.15	2.73	3.20	3.69	4.29	4.91	6.08	7.19
Adjusted @ (Rs.)	6.86	8.13	10.33	13.12	15.51	17.88	20.77	23.95	29.73	35.21
Earnings per share on profit after taxation										
Basic (Rs.)**	1.43	1.69	2.15	2.73	3.23	3.73	4.29	5.85	5.96	7.19
Adjusted @ (Rs.)	6.86	8.13	10.33	13.12	15.51	17.88	20.77	28.57	29.15	35.21
Dividend Per Share (Rs.)**	0.30	0.37	0.50	0.67	0.90	1.00	1.33	2.07	2.65	3.10
Market Capitalisation***	17523	23633	18038	19987	17243	15581	25793	33433	73207	56583
Foreign Exchange Earnings	759.08	649.55	687.70	697.13	947.57	1294.00	1077.51	1268.65	1793.51	2283.21

* Including Income Tax on Dividend (except 2002)

** Includes adjustment for 1:10 Stock Split and 1:2 Bonus Issue

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

@ Includes adjustment for

- 1992 - 3:5 Bonus Issue

- 1995 - Conversion of warrants and Bonus Issue of 1:1 on total shares

- 2003 - 2,09,69,820 Ordinary Shares of Re. 1.00 each, fully paid, issued pursuant to Amalgamation of erstwhile ITC Bhadrachalam Paperboards Limited with the Company.

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

- 1:2 Bonus Issue.

Sources and Application of Funds 1998-2007#

(Rs. in Crores)

Year Ending 31st March	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
SOURCES OF FUNDS										
Equity	245.41	245.41	245.41	245.41	247.51	247.51	247.68	249.43	375.52	376.22
Reserves	1516.72	1988.79	2553.92	3289.10	4166.47	5118.11	6162.38	7646.18	8685.96	10060.86
Shareholders' Funds	1762.13	2234.20	2799.33	3534.51	4413.98	5365.62	6410.06	7895.61	9061.48	10437.08
Loan Funds	1299.04	1252.22	652.87	858.94	284.54	116.98	120.85	245.36	119.73	200.88
Deferred Tax - Net	—	—	—	—	135.46	63.58	87.74	376.09	324.76	472.85
FUNDS EMPLOYED	3061.17	3486.42	3452.20	4393.45	4833.98	5546.18	6618.65	8517.06	9505.97	11110.81
APPLICATION OF FUNDS										
Fixed Assets (Gross)	1438.63	1718.31	2145.49	2668.08	4081.85	4415.61	5054.68	5932.42	6470.57	8000.45
Depreciation	390.86	484.85	592.25	707.42	1101.90	1245.64	1442.63	1795.51	2065.44	2389.54
Fixed Assets (Net)	1047.77	1233.46	1553.24	1960.66	2979.95	3169.97	3612.05	4136.91	4405.13	5610.91
Investments	800.95	1059.75	987.26	1006.94	906.93	1608.86	3053.96	3874.68	3517.01	3067.77
Net Current Assets	1212.45	1193.21	911.70	1425.85	947.10	767.35	(47.36)	505.47	1583.83	2432.13
Deferred Revenue Expenditure	—	—	—	—	—	—	—	—	—	—
NET ASSETS EMPLOYED	3061.17	3486.42	3452.20	4393.45	4833.98	5546.18	6618.65	8517.06	9505.97	11110.81
Net Worth Per Share (Rs.)*	4.79	6.07	7.60	9.60	11.99	14.45	17.15	21.10	24.13	27.74
Debt : Equity Ratio	0.74:1	0.56:1	0.23:1	0.24:1	0.06:1	0.02:1	0.02:1	0.03:1	0.01:1	0.02:1

* Includes adjustment for 1:10 Stock Split and 1:2 Bonus Issue

Equity includes impact of:

1992 - 3:5 Bonus Issue (Rs. 39.80 Crores) and Amalgamation of Tribeni Tissues Limited (Rs. 10.59 Crores).

1994 - GDR Issue (Rs. 4.50 Crores); and accretion to reserves of Rs. 199.96 Crores, on account of Share Premium.

1995 - Conversion of GDR warrants (Rs. 0.19 Crore) and subsequent 1:1 Bonus Issue (Rs. 121.42 Crores).

1996 - Conversion of balance GDR warrants (Rs. 1.29 Crores) and related Bonus Issue component of 1995 (Rs. 1.29 Crores).

2003 - 2,09,69,820 Ordinary Shares of Re. 1.00 each, fully paid, issued pursuant to Amalgamation of erstwhile ITC Bhadrachalam Paperboards Limited with the Company.

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

- 1:2 Bonus Issue (Rs. 125.17 Crores).

Unconsolidated