

Statement of Standalone Unaudited Results for the Quarter Ended December 31, 2015

(Rs. in Lacs)

| Part I                                                                                                                                 | 3 Months Ended December 31, 2015 | Preceding 3 Months Ended September 30, 2015 | Corresponding 3 Months Ended December 31, 2014 | Year to date figures for current period ended December 31, 2015 | Year to date figures for previous period ended December 31, 2014 | Previous Year Ended March 31, 2015 |
|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|---------------------------------------------|------------------------------------------------|-----------------------------------------------------------------|------------------------------------------------------------------|------------------------------------|
| Particulars                                                                                                                            | (Unaudited)                      | (Unaudited)                                 | (Unaudited)                                    | (Unaudited)                                                     | (Unaudited)                                                      | (Audited)                          |
| (1)                                                                                                                                    | (2)                              | (3)                                         | (4)                                            | (5)                                                             | (6)                                                              | (7)                                |
| 1.(a) Income from Operations                                                                                                           | 38,104                           | 37,262                                      | 32,215                                         | 111,539                                                         | 98,299                                                           | 134,609                            |
| (b) Other Operating Income                                                                                                             | -                                | -                                           | -                                              | -                                                               | -                                                                | -                                  |
| 2. Expenses                                                                                                                            |                                  |                                             |                                                |                                                                 |                                                                  |                                    |
| a) Purchase of stock in trade                                                                                                          | 966                              | 669                                         | 1,979                                          | 3,801                                                           | 5,569                                                            | 9,210                              |
| b) Changes in inventories of stock in trade                                                                                            | 145                              | 569                                         | 90                                             | 819                                                             | 195                                                              | (344)                              |
| c) Employees benefits expense                                                                                                          | 22,320                           | 21,108                                      | 18,222                                         | 83,645                                                          | 54,038                                                           | 72,351                             |
| d) Depreciation and amortisation expense                                                                                               | 2,148                            | 1,945                                       | 1,671                                          | 6,025                                                           | 4,883                                                            | 6,552                              |
| e) Other expenses                                                                                                                      | 6,771                            | 8,451                                       | 6,270                                          | 21,577                                                          | 19,983                                                           | 30,489                             |
| Total Expenses                                                                                                                         | 32,350                           | 32,740                                      | 28,232                                         | 95,867                                                          | 84,748                                                           | 118,308                            |
| 3. Profit from Operations before Other Income, Finance Costs & Exceptional Items (1-2)                                                 | 5,754                            | 4,522                                       | 4,983                                          | 15,672                                                          | 13,551                                                           | 16,241                             |
| 4. Other Income                                                                                                                        | 274                              | 281                                         | 527                                            | 3,746                                                           | 1,913                                                            | 2,242                              |
| 5. Profit from ordinary activities before Finance Costs and Exceptional Items (3+4)                                                    | 6,028                            | 4,803                                       | 5,510                                          | 19,418                                                          | 15,464                                                           | 18,483                             |
| 6. Finance Costs                                                                                                                       | 78                               | 82                                          | 88                                             | 317                                                             | 264                                                              | 345                                |
| 7. Profit from Ordinary activities after Finance Costs but before Exceptional Items (5-6)                                              | 5,950                            | 4,721                                       | 5,422                                          | 19,101                                                          | 15,202                                                           | 18,138                             |
| 8. Exceptional Item. (Refer Note 5 below)                                                                                              | (85)                             | -                                           | -                                              | (85)                                                            | 2,500                                                            | (1,346)                            |
| 9. Profit from ordinary Activities before Tax (7+8)                                                                                    | 5,865                            | 4,721                                       | 5,422                                          | 19,016                                                          | 17,702                                                           | 16,792                             |
| 10. Tax Expense (including expense/(reversal) of Rs. 73 lacs (Previous corresponding period (Rs. 262 lacs)) related to earlier years.) |                                  |                                             |                                                |                                                                 |                                                                  |                                    |
| - Current                                                                                                                              | 440                              | 417                                         | 1,103                                          | 2,369                                                           | 3,330                                                            | 5,259                              |
| - MAT Credit                                                                                                                           | (669)                            | (1,118)                                     | (360)                                          | (2,064)                                                         | (863)                                                            | (1,420)                            |
| - Deferred                                                                                                                             | 1,207                            | 1,303                                       | 246                                            | 2,458                                                           | 504                                                              | (1,809)                            |
| 11. Net Profit from Ordinary Activities after tax (9-10)                                                                               | 4,807                            | 4,119                                       | 4,433                                          | 16,253                                                          | 14,731                                                           | 14,759                             |
| 12. Extraordinary Item                                                                                                                 | -                                | -                                           | -                                              | -                                                               | -                                                                | -                                  |
| 13. Net Profit for the period (11-12)                                                                                                  | 4,807                            | 4,119                                       | 4,433                                          | 16,253                                                          | 14,731                                                           | 14,759                             |
| 14. Paid up Equity Share Capital (Face Value of Rs. 10 each, fully paid)                                                               | 6,114                            | 6,111                                       | 6,109                                          | 6,114                                                           | 6,100                                                            | 6,104                              |
| 15. Reserves as per balance sheet of previous accounting year                                                                          | -                                | -                                           | -                                              | -                                                               | -                                                                | 95,660                             |
| 16. Earnings Per Share of Rs.10/- each) (not annualised):                                                                              |                                  |                                             |                                                |                                                                 |                                                                  |                                    |
| (a) Basic                                                                                                                              | 8.03                             | 6.74                                        | 7.28                                           | 26.51                                                           | 24.23                                                            | 24.25                              |
| (b) Diluted                                                                                                                            | 7.96                             | 6.70                                        | 7.24                                           | 26.46                                                           | 24.11                                                            | 24.12                              |

- Notes:**
- Other Expenses for the quarter includes development costs of Rs. 2,773 lacs (Previous year corresponding period Rs. 2,637 lacs)
  - During the quarter, pursuant to Employees Stock Option Plan 2005, 30,000 options were exercised and 997,625 options were outstanding as on December 31, 2015.
  - The Nomination and remuneration Committee on October 19, 2015 made a grant of 200,000 options at a price of Rs. 493.60 per option. These options will be vested with equal numbers of 40,000 options at the end of each year over a period of five years.
  - The Nomination and Remuneration Committee on January 14, 2016 made following grants.
- | No. of grants | Grant Price (Rs.) | Vesting                                                                               |
|---------------|-------------------|---------------------------------------------------------------------------------------|
| 18000         | 540.40            | Over a period of 2 years with equal number of options vesting at the end of each year |
| 21000         | 10.00             | Over a period of 3 years with equal number of options vesting at the end of each year |
- Exceptional Item represents an additional provision for bonus related to the period April 1, 2014 to March 31, 2015 pursuant to retrospective amendment to "The Payment of Bonus Act, 1965" notified on January 1, 2016.
  - The Company operates in a single primary business segment.
  - The figures of the previous quarter/year, to the extent feasible, have been re-grouped/re-classified to conform to current quarter/year's classification.
  - The Unaudited Results for the Quarter ended December 31, 2015 have been reviewed by the Audit Committee of the Board, and have been approved by the Board of Directors of Company at its meeting held on January 15, 2016. The Limited Review of this Statement as required under Clause 41 of the Listing Agreements has been completed by the Statutory Auditors

Place: NOIDA  
 Date: January 15, 2016

Arvind Thakur  
 CEO & Managing Director