

D B CORP LTD.
KEY PERFORMANCE METRICS

(Rs. In Mn)

| Particulars (INR MN) | | | | | | |
|---|----------|----------|--------------------------|-----------|-----------|---------------------|
| | Q4 FY17 | Q4 FY18 | Variance % (Q4 -YOY) | FY 16-17 | FY 17-18 | Variance % (YOY) |
| Profit & Loss Items | 3 Months | 3 Months | | 12 Months | 12 Months | |
| Advt Revenue | 3567 | 3861 | 8.2% | 15973 | 16425 | 2.8% |
| Circulation Revenue | 1217 | 1320 | 8.5% | 4814 | 5145 | 6.9% |
| Total Revenue | 5222 | 5745 | 10.0% | 22750 | 23522 | 3.4% |
| NP prices (MT) | 35887 | 37281 | 3.9% | 34989 | 36159 | 3.3% |
| News Print Cost/Total Cost | 39.7% | 41.2% | | 40.9% | 41.4% | |
| Personnel Cost/Total Cost | 26.0% | 23.3% | | 26.4% | 24.7% | |
| Other Operational Cost/Total Cost | 34.4% | 35.5% | | 32.7% | 33.9% | |
| Total Cost | 4049 | 4694 | 15.9% | 16158 | 17647 | 9.2% |
| EBIDTA | 1173 | 1051 | -10.4% | 6592 | 5875 | -10.9% |
| EBIDTA Margin | 22.5% | 18.3% | | 29.0% | 25.0% | |
| PAT | 642 | 571 | -11.1% | 3748 | 3240 | -13.6% |
| Pat Margin | 12.3% | 9.9% | | 16.5% | 13.8% | |
| Balance Sheet Items | | | | | | |
| Gross Fixed Assets | 14283 | 15896 | | 14283 | 15896 | |
| Net Fixed Assets | 8833 | 9634 | | 8833 | 9634 | |
| Secured Gross Term Debt | 262 | 0 | | 262 | 0 | |
| Secured Net Term Debt | (1492) | (3223) | | (1492) | (3223) | |
| Tangible Networkth | 15930 | 19291 | | 15930 | 19291 | |
| Debt / Equity | 0.02 | 0.00 | | 0.02 | 0.00 | |
| Debt / EBIDTA | 0.04 | 0.00 | | 0.04 | 0.00 | |
| ROCE | 33.1% | 24.3% | | 33.1% | 24.3% | |
| RONW | 23.5% | 16.8% | | 23.5% | 16.8% | |
| Current Ratio (Including Term Loan Liabilities due in 1 Year) | 3.9 | 4.3 | | 3.9 | 4.3 | |
| Total Outside Liabilities/Tangible Net Worth | 0.3 | 0.2 | | 0.3 | 0.2 | |
| Inventory Turnover (Days) | 110 | 80 | | 110 | 80 | |
| Debtors Turnover (Days) | 67 | 82 | | 67 | 82 | |