

## Persistent Systems Limited

Registered Office : Bhageerath, 402, Senapati Bapat Road, Pune 411016, India  
Ph. No. +91(20)67030000; Fax +91(20)67030009; Email : info@persistent.com, www.persistent.com, CIN L72300PN1990PLC056696

### Unaudited consolidated financial results of Persistent Systems Limited for the quarter and nine months ended December 31, 2019

### Segment wise Revenue, Results and Capital Employed

The Group reorganised itself into three business units from April 1, 2018, which form the operating segments for segment reporting. The operating segments are:

- a. Technology Services  
b. Alliance  
c. Accellerite (Products)  
Accordingly, the corresponding figures for the earlier reporting periods are restated in line with the above reorganization.



Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended March 31, 2019 (Audited)	
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)		
1	<b>Income</b>							
2	Revenue from operations (net)	9,227.29	8,846.00	8,642.49	26,394.43	25,340.87	33,659.41	
3	Other income	347.75	382.46	229.93	1,030.57	592.59	876.55	
4	<b>Total Income</b>	<b>(1+2)</b>	<b>9,575.04</b>	<b>9,228.46</b>	<b>8,872.42</b>	<b>27,425.00</b>	<b>25,933.46</b>	<b>34,535.96</b>
4	<b>Expenses</b>							
	- Employee benefits expense	5,594.47	5,369.71	4,909.33	15,880.43	14,390.06	19,249.53	
	- Cost of professionals	998.71	897.18	905.89	2,755.71	2,627.62	3,490.45	
	- Finance costs	14.76	18.38	0.67	51.64	2.02	3.05	
	- Depreciation and amortization expense	428.30	424.90	396.32	1,239.37	1,195.71	1,572.51	
	- Other expenses	1,399.05	1,362.66	1,365.00	4,104.86	3,967.80	5,357.03	
	<b>-Total Expenses</b>	<b>8,435.29</b>	<b>8,072.83</b>	<b>7,577.21</b>	<b>24,032.01</b>	<b>22,183.21</b>	<b>29,672.57</b>	
5	Profit before exceptional items and tax	(3-4)	1,139.75	1,155.63	1,295.21	3,392.99	3,750.25	4,863.39
6	Exceptional items							
7	Profit before tax	(5-6)	1,139.75	1,155.63	1,295.21	3,392.99	3,750.25	4,863.39
8	Tax expense							
	- Current tax	348.37	289.72	266.03	988.64	1,044.45	1,343.20	
	- Tax charge/(credit) in respect of earlier years	47.34	(1.37)	73.39	45.97	76.29	88.81	
	- Deferred tax charge / (credit)	(135.22)	6.56	38.62	(206.30)	(42.55)	(85.41)	
9	<b>Total tax expense</b>	<b>260.49</b>	<b>294.91</b>	<b>378.04</b>	<b>828.31</b>	<b>1,078.19</b>	<b>1,346.60</b>	
9	Profit for the period / year	(7-8)	879.26	860.72	917.17	2,564.68	2,672.06	3,516.79
10	<b>Other comprehensive income</b>							
	A. Items that will not be reclassified to profit and loss							
	- Remeasurements of the defined benefit liabilities / assets (net of tax)	(0.77)	(10.03)	(33.50)	(37.17)	(59.34)	(47.15)	
	<b>(0.77)</b>	<b>(10.03)</b>	<b>(33.50)</b>	<b>(37.17)</b>	<b>(59.34)</b>	<b>(47.15)</b>		
	B. Items that may be reclassified to profit and loss							
	- Effective portion of cash flow hedge (net of tax)	(31.11)	(124.71)	351.15	(179.01)	52.86	168.43	
	- Exchange differences in translating the financial statements of foreign operations	(129.22)	83.04	(165.47)	(46.81)	172.24	113.82	
	<b>Total other comprehensive income for the period / year</b>	<b>(A+B)</b>	<b>(160.33)</b>	<b>(41.67)</b>	<b>185.68</b>	<b>(225.82)</b>	<b>225.10</b>	<b>282.25</b>
11	<b>Total comprehensive income for the period / year (Comprising Profit / (Loss) and Other Comprehensive Income for the period / year)</b>	<b>(9+10)</b>	<b>718.16</b>	<b>809.02</b>	<b>1,069.35</b>	<b>2,301.69</b>	<b>2,837.82</b>	<b>3,751.89</b>
12	Paid-up equity share capital (Face value of share ₹ 10 each)	764.25	764.25	800.00	764.25	800.00	791.19	
13	Other equity excluding revaluation reserves						22,655.61	
14	Earnings per equity share in ₹ (Not annualised)							
	- Basic	11.50	11.26	11.46	33.41	33.40	43.99	
	- Diluted	11.50	11.26	11.46	33.41	33.40	43.99	
15	Dividend per share (in ₹) (Nominal value per share ₹ 10)							
	- Interim dividend	9.00	—	8.00	9.00	8.00	8.00	
	- Final dividend	—	—	—	—	—	3.00	
	<b>Total dividend</b>	<b>9.00</b>	<b>—</b>	<b>8.00</b>	<b>9.00</b>	<b>8.00</b>	<b>11.00</b>	

### Unaudited consolidated financial information

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended March 31, 2019 (Audited)
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	
1	Revenue from operations (net)	5,448.79	5,017.09	4,879.75	15,419.83	14,435.96	19,598.67
2	Profit before tax	1,206.76	1,343.36	910.44	3,664.85	3,422.07	4,383.76
3	Profit after tax	899.56	1,068.46	610.01	2,802.41	2,430.08	3,150.08

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended March 31, 2019 (Audited)
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	
1	<b>Segment revenue</b>						
	- Technology Services	6,434.28	5,979.85	5,597.18	18,118.64	16,276.88	22,018.03
	- Alliance	2,465.72	2,492.86	2,541.10	7,271.23	7,698.73	9,759.92
	- Accellerite (Products)	327.29	373.29	504.21	1,004.56	1,365.26	1,881.46
	<b>Total</b>	<b>9,227.29</b>	<b>8,846.00</b>	<b>8,642.49</b>	<b>26,394.43</b>	<b>25,340.87</b>	<b>33,659.41</b>
2	Less: Intra segment revenue	—	—	—	—	—	—
3	Net sales/income from operations	9,227.29	8,846.00	8,642.49	26,394.43	25,340.87	33,659.41
4	<b>Segment profit / (loss) before tax, interest and depreciation and amortization</b>						
	- Technology Services	2,417.09	2,285.07	2,134.66	6,776.26	6,167.91	8,507.67
	- Alliance	696.79	849.59	1,061.25	2,294.99	2,748.13	3,298.01
	- Accellerite (Products)	150.96	186.17	283.92	445.05	687.99	992.14
	<b>Total</b>	<b>3,264.84</b>	<b>3,320.83</b>	<b>3,479.83</b>	<b>9,510.30</b>	<b>9,604.03</b>	<b>12,797.82</b>
5	Less:						
	- Finance costs	14.76	18.38	0.67	51.64	2.02	3.05
	- Other un-allocable expenses	2,458.08	2,529.28	2,413.88	7,096.24	6,444.35	8,807.93
6	Un-allocable in come	347.75	382.46	229.93	1,030.57	592.59	876.55
7	<b>Profit before tax</b>	<b>1,139.75</b>	<b>1,155.63</b>	<b>1,295.21</b>	<b>3,392.99</b>	<b>3,750.25</b>	<b>4,863.39</b>
8	<b>Segment assets [Trade receivables (net)]</b>						

	As on			
	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	March 31, 2019 (Audited)	
- Technology Services	3,606.98	3,194.52	3,547.07	
- Alliance	1,509.44	1,035.20	1,021.77	
- Accellerite (Products)	395.52	496.94	354.17	
<b>Total allocable segment assets</b>	<b>5,511.94</b>	<b>4,726.66</b>	<b>4,923.01</b>	
Unallocable assets	23,706.09	24,458.22	23,632.98	
<b>Total assets</b>	<b>29,218.03</b>	<b>29,184.88</b>	<b>28,555.99</b>	

**Note for segment wise information:**  
Operating segments are components of an enterprise for which discrete financial information is available that is evaluated regularly by the chief operating decision makers, in deciding how to allocate resources and assessing performance. The Group's chief operating decision makers are the Chief Executive Officer and the Chairman and Managing Director.

**Segment wise capital employed**  
Segregation of assets (other than trade receivables), liabilities, depreciation and amortization and other non-cash expenses into various reportable segments have not been presented as the assets and liabilities are used interchangeably among segments and the Group is of the view that it is not practical to reasonably allocate the other assets, liabilities and other non-cash expenses to individual segments and an ad-hoc allocation will not be meaningful.

### Notes:

- The unaudited condensed consolidated financial statements for the quarter and nine months ended December 31, 2019, have been taken on a record by the Board of Directors at its meeting concluded on January 30, 2020, as recommended by the Audit Committee at its meeting held on January 29, 2020. The Audit Committee has reviewed the above results and the Board of Directors has approved the above results and its release at their respective meetings held on January 29, 2020 and January 30, 2020. The Statutory Auditors of the Company have carried out a 'Limited Review' of the aforesaid results.
- Effective April 1, 2019, the Group adopted Ind AS 116 "Leases", applied to all applicable lease contracts existing on April 1, 2019 using the modified retrospective method and has taken the cumulative adjustment to retained earnings, on the date of initial application. Accordingly, comparatives for the period / year have not been retrospectively adjusted. On transition, the adoption of the new standard resulted in recognition of Right-of-Use assets (ROU) of ₹ 722.51 million and a lease liability of ₹ 888.90 million. The cumulative effect of applying the standard resulted in ₹ 123.60 million being debited to retained earnings, net of taxes. The effect of this adoption is insignificant on the profit for the period and earnings per share.
- As reported in the previous quarters, Persistent Systems Limited ("the Parent Company") has deposits of ₹ 430.00 million with the financial institutions viz. Infrastructure Leasing & Financial Services Ltd. (IL&FS) and IL&FS Financial Services Ltd. (referred to as "IL&FS Group") as on the balance sheet date. The Group has not accrued any interest on these deposits since April 1, 2019. In view of the uncertainty prevailing with respect to recovery of outstanding balances from IL&FS Group, Management of the Parent Company has provided an additional amount of ₹ 200.00 million during nine months ended December 31, 2019, thereby taking the total provision to ₹ 382.50 million for impairment in value of deposits as of December 31, 2019. The provision currently reflects the exposure that may arise given the uncertainty. With the resolution plan in progress, the Management of the Parent Company is hopeful of recovery though with a time lag. The Parent Company continues to monitor developments in the matter and is committed to take steps including legal action that may be necessary to ensure full recovery of the said deposits.
- The Board of Directors of Persistent Systems Limited, at its meeting commenced on January 29, 2020 and concluded on January 30, 2020 declared an interim dividend of ₹ 9 per share on the face value of ₹ 10 each for the Financial Year 2019-20. The Record Date for the payment of the same will be Friday, February 7, 2020. The payment will be made by Friday, February 14, 2020.
- Azona Holdings Limited, Ireland, the wholly owned subsidiary of Persistent Systems Inc., USA and step down subsidiary of the Company, dissolved w.e.f. October 24, 2019.
- The figures for the corresponding previous period have been regrouped / reclassified wherever necessary, to make them comparable.

By order of Board of Directors of Persistent Systems Limited  
**Dr. Anand Deshpande** Chairman and Managing Director  
**Kiran Umrookar** Director  
Pune  
January 30, 2020  
"For risks and uncertainties relating to forward-looking statements, please visit our website :- www.persistent.com"

### Persistent Systems Limited

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**Unaudited consolidated financial results of Persistent Systems Limited  
for the quarter and nine months ended December 31, 2019**

**Segment wise Revenue, Results and Capital Employed**

The Group reorganised itself into three business units from April 1, 2018, which form the operating segments for segment reporting. The operating segments are:  
a. Technology Services  
b. Alliance  
c. Accelerite (Products)  
Accordingly, the corresponding figures for the earlier reporting periods are restated in line with the above reorganization. ₹ in Million

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	March 31, 2019 (Audited)
<b>Income</b>							
1	Revenue from operations (net)	9,227.29	8,846.00	8,642.49	26,394.43	25,340.87	33,659.41
2	Other income	347.75	382.46	229.93	1,030.57	592.59	876.55
3	<b>Total income</b>	<b>(1+2) 9,575.04</b>	<b>9,228.46</b>	<b>8,872.42</b>	<b>27,425.00</b>	<b>25,933.46</b>	<b>34,535.96</b>
<b>Expenses</b>							
4	- Employee benefits expense	5,594.47	5,369.71	4,909.33	15,880.43	14,390.06	19,249.53
5	- Cost of professionals	998.71	897.18	905.89	2,755.71	2,627.62	3,490.45
6	- Finance costs	14.76	18.38	0.67	51.64	2.02	3.05
7	- Depreciation and amortization expense	428.30	424.90	396.32	1,239.37	1,195.71	1,572.51
8	- Other expenses	1,399.05	1,362.66	1,365.00	4,104.86	3,967.80	5,357.03
9	<b>-Total Expenses</b>	<b>8,435.29</b>	<b>8,072.83</b>	<b>7,577.21</b>	<b>24,032.01</b>	<b>22,183.21</b>	<b>29,672.57</b>
10	Profit before exceptional items and tax	(3-4) 1,139.75	1,155.63	1,295.21	3,392.99	3,750.25	4,863.39
11	Exceptional items	---	---	---	---	---	---
12	Profit before tax	(5-6) 1,139.75	1,155.63	1,295.21	3,392.99	3,750.25	4,863.39
13	Tax expense	---	---	---	---	---	---
14	- Current tax	348.37	289.72	266.03	988.64	1,044.45	1,343.20
15	- Tax charge/(credit) in respect of earlier years	47.34	(1.37)	73.39	45.97	76.29	88.81
16	- Deferred tax charge / (credit)	(135.22)	6.56	38.62	(206.30)	(42.55)	(85.41)
17	<b>Total tax expense</b>	<b>260.49</b>	<b>294.91</b>	<b>378.04</b>	<b>828.31</b>	<b>1,078.19</b>	<b>1,346.60</b>
18	Profit for the period / year	(7-8) 879.26	860.72	917.17	2,564.68	2,672.06	3,516.79
<b>Other comprehensive income</b>							
<b>A. Items that will not be reclassified to profit and loss</b>							
19	- Remeasurements of the defined benefit liabilities / assets (net of tax)	(0.77)	(10.03)	(33.50)	(37.17)	(59.34)	(47.15)
20	- Effective portion of cash flow hedge (net of tax)	(31.11)	(124.71)	351.15	(179.01)	52.86	168.43
21	- Exchange differences in translating the financial statements of foreign operations	(129.22)	83.04	(165.47)	(46.81)	172.24	113.82
22	<b>Total other comprehensive income for the period / year</b>	<b>(160.33)</b>	<b>(41.67)</b>	<b>185.68</b>	<b>(225.82)</b>	<b>225.10</b>	<b>282.25</b>
23	<b>Total comprehensive income for the period / year (Comprising Profit / (Loss) and Other Comprehensive Income for the period / year)</b>	<b>(A+B) (161.10)</b>	<b>(51.70)</b>	<b>152.18</b>	<b>(262.99)</b>	<b>165.76</b>	<b>235.10</b>
24	12 Paid-up equity share capital (Face value of share ₹ 10 each)	764.25	764.25	800.00	764.25	800.00	791.19
25	13 Other equity excluding revaluation reserves	---	---	---	---	---	22,655.61
26	14 Earnings per equity share in ₹ (Not annualised)	---	---	---	---	---	---
27	- Basic	11.50	11.26	11.46	33.41	33.40	43.99
28	- Diluted	11.50	11.26	11.46	33.41	33.40	43.99
29	15 Dividend per share (in ₹) (Nominal value per share ₹ 10)	---	---	---	---	---	---
30	- Interim dividend	9.00	---	8.00	9.00	8.00	8.00
31	- Final dividend	---	---	---	---	---	3.00
32	<b>Total dividend</b>	<b>9.00</b>	<b>---</b>	<b>8.00</b>	<b>9.00</b>	<b>8.00</b>	<b>11.00</b>

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	March 31, 2019 (Audited)
<b>8 Segment assets [Trade receivables (net)]</b>							
₹ in Million							
		Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)
1	Segment revenue	6,434.28	5,979.85	5,597.18	18,118.64	16,276.88	22,018.03
2	- Technology Services	2,465.72	2,492.86	2,541.10	7,271.23	7,698.73	9,759.92
3	- Alliance	327.29	373.29	504.21	1,004.56	1,365.26	1,881.46
4	- Accelerite (Products)	---	---	---	---	---	---
5	<b>Total</b>	<b>9,227.29</b>	<b>8,846.00</b>	<b>8,642.49</b>	<b>26,394.43</b>	<b>25,340.87</b>	<b>33,659.41</b>
6	Less: Inter segment revenue	---	---	---	---	---	---
7	<b>Net sales/income from operations</b>	<b>9,227.29</b>	<b>8,846.00</b>	<b>8,642.49</b>	<b>26,394.43</b>	<b>25,340.87</b>	<b>33,659.41</b>
8	Segment profit/(loss) before tax, interest and depreciation and amortization	---	---	---	---	---	---
9	- Technology Services	2,417.09	2,285.07	2,134.66	6,770.26	6,167.91	8,507.67
10	- Alliance	696.79	849.59	1,061.25	2,294.99	2,748.13	3,298.01
11	- Accelerite (Products)	150.96	186.17	283.92	445.05	687.99	992.14
12	<b>Total</b>	<b>3,264.84</b>	<b>3,320.83</b>	<b>3,479.83</b>	<b>9,510.30</b>	<b>9,604.03</b>	<b>12,797.82</b>
13	Less: Finance costs	14.76	18.38	0.67	51.64	2.02	3.05
14	- Other un-allocable expenses	2,458.08	2,529.28	2,413.88	7,096.24	6,444.35	8,807.93
15	Un-allocable income	347.75	382.46	229.93	1,030.57	592.59	876.55
16	<b>Profit before tax</b>	<b>1,139.75</b>	<b>1,155.63</b>	<b>1,295.21</b>	<b>3,392.99</b>	<b>3,750.25</b>	<b>4,863.39</b>
<b>Unallocable assets</b>							
		Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)
17	- Technology Services	---	---	---	---	---	---
18	- Alliance	---	---	---	---	---	---
19	- Accelerite (Products)	---	---	---	---	---	---
20	<b>Total unallocable segment assets</b>	<b>5,511.94</b>	<b>4,726.66</b>	<b>4,923.01</b>	<b>29,118.03</b>	<b>29,184.88</b>	<b>28,555.99</b>
21	Un-allocable assets	23,706.09	24,458.22	23,632.98	---	---	---
22	<b>Total assets</b>	<b>29,218.03</b>	<b>29,184.88</b>	<b>28,555.99</b>	---	---	---

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- Notes:**
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  - Effective April 1, 2019, the Group adopted Ind AS 116 "Leases", applied to all applicable lease contracts existing on April 1, 2019 using the modified retrospective method and has taken the cumulative adjustment to retained earnings, on the date of initial application. Accordingly, comparatives for the period / year have not been retrospectively adjusted. On transition, the adoption of the new standard resulted in recognition of Right-of-Use assets (ROU) of ₹ 722.51 million and a lease liability of ₹ 888.90 million. The cumulative effect of applying the standard resulted in ₹ 123.60 million being debited to retained earnings, net of taxes. The effect of this adoption is insignificant on the profit for the period and earnings per share.
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  - The Board of Directors of Persistent Systems Limited, at its meeting commenced on January 29, 2020 and concluded on January 30, 2020 declared an interim dividend of ₹ 9 per share on the face value of ₹ 10 each for the Financial Year 2019-20. The Record Date for the payment of the same will be Friday, February 7, 2020. The payment will be made by Friday, February 14, 2020.
  - Aepona Holdings Limited, Ireland, the wholly owned subsidiary of Persistent Systems Inc., USA and step down subsidiary of the Company, dissolved w.e.f. October 24, 2019.
  - The figures for the corresponding previous period have been regrouped / reclassified wherever necessary, to make them comparable.

By order of Board of Directors of Persistent Systems Limited  
**Dr. Anand Deshpande** Chairman and Managing Director  
**Kiran Unmrotkar** Director

Pune  
January 30, 2020

"For risks and uncertainties relating to forward-looking statements, please visit our website :- www.persistent.com"

**Unaudited unconsolidated financial information**

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		Dec 31, 2019 (Unaudited)	Sept 30, 2019 (Audited)	Dec 31, 2018 (Audited)	Dec 31, 2019 (Unaudited)	Dec 31, 2018 (Audited)	March 31, 2019 (Audited)
1	Revenue from operations (net)	5,448.79	5,017.09	4,879.75	15,419.83	14,435.96	19,598.67
2	Profit before tax	1,206.76	1,343.36	910.44	3,664.85	3,422.07	4,383.76
3	Profit after tax	899.56	1,068.46	610.01	2,802.41	2,430.08	3,150.08