

ANNUAL AND QUARTERLY EARNINGS & FINANCIAL PERFORMANCE ANALYSIS

FINANCIAL DATA FOR THE PERIOD ENDED 3/31/2018

UNIT: \$ MILLION UNLESS OTHERWISE SPECIFIED

TABLE 1: CONSOLIDATED FINANCIAL DATA AND SELECTED FINANCIAL RATIOS

Period	Metric	Q1 2018	Q2 2018	Q3 2018	Q4 2018	ANNUAL 2018				ANNUAL 2017				ANNUAL 2016				ANNUAL 2015																																																																																																																																																																																																																																																																																																																																																																											
						REVENUE		GROSS PROFIT		OPERATING PROFIT		NET INCOME		REVENUE		GROSS PROFIT		OPERATING PROFIT		NET INCOME		REVENUE		GROSS PROFIT		OPERATING PROFIT		NET INCOME																																																																																																																																																																																																																																																																																																																																																																	
						(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)	(\$ MIL)	(%)																																																																																																																																																																																																																																																																																																																																																																		
Q1 2018	Revenue	1,200	120	1,300	130	1,400	140	1,500	150	1,600	160	1,700	170	1,800	180	1,900	190	2,000	200	2,100	210	2,200	220	2,300	230	2,400	240	2,500	250	2,600	260	2,700	270	2,800	280	2,900	290	3,000	300																																																																																																																																																																																																																																																																																																																																																						
Q1 2018	Gross Profit	600	50	650	55	700	60	750	65	800	70	850	75	900	80	950	85	1,000	90	1,050	95	1,100	100	1,150	105	1,200	110	1,250	115	1,300	120	1,350	125	1,400	130	1,450	135	1,500	140	1,550	145	1,600	150	1,650	155	1,700	160	1,750	165	1,800	170	1,850	175	1,900	180	1,950	185	2,000	190	2,050	200	2,100	205	2,150	210	2,200	215	2,250	220	2,300	225	2,350	230	2,400	235	2,450	240	2,500	245	2,550	250	2,600	255	2,650	260	2,700	265	2,750	270	2,800	275	2,850	280	2,900	285	2,950	290	3,000	295	3,050	300	3,100	305	3,150	310	3,200	315	3,250	320	3,300	325	3,350	330	3,400	335	3,450	340	3,500	345	3,550	350	3,600	355	3,650	360	3,700	365	3,750	370	3,800	375	3,850	380	3,900	385	3,950	390	4,000	395	4,050	400	4,100	405	4,150	410	4,200	415	4,250	420	4,300	425	4,350	430	4,400	435	4,450	440	4,500	445	4,550	450	4,600	455	4,650	460	4,700	465	4,750	470	4,800	475	4,850	480	4,900	485	4,950	490	5,000	495	5,050	500	5,100	505	5,150	510	5,200	515	5,250	520	5,300	525	5,350	530	5,400	535	5,450	540	5,500	545	5,550	550	5,600	555	5,650	560	5,700	565	5,750	570	5,800	575	5,850	580	5,900	585	5,950	590	6,000	595	6,050	600	6,100	605	6,150	610	6,200	615	6,250	620	6,300	625	6,350	630	6,400	635	6,450	640	6,500	645	6,550	650	6,600	655	6,650	660	6,700	665	6,750	670	6,800	675	6,850	680	6,900	685	6,950	690	7,000	695	7,050	700	7,100	705	7,150	710	7,200	715	7,250	720	7,300	725	7,350	730	7,400	735	7,450	740	7,500	745	7,550	750	7,600	755	7,650	760	7,700	765	7,750	770	7,800	775	7,850	780	7,900	785	7,950	790	8,000	795	8,050	800	8,100	805	8,150	810	8,200	815	8,250	820	8,300	825	8,350	830	8,400	835	8,450	840	8,500	845	8,550	850	8,600	855	8,650	860	8,700	865	8,750	870	8,800	875	8,850	880	8,900	885	8,950	890	9,000	895	9,050	900	9,100	905	9,150	910	9,200	915	9,250	920	9,300	925	9,350	930	9,400	935	9,450	940	9,500	945	9,550	950	9,600	955	9,650	960	9,700	965	9,750	970	9,800	975	9,850	980	9,900	985	9,950	990	10,000	995	10,050	1000

Footnote & Rating

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Table B: Research, Training, Travel / Design Applications for 2016/17

S. No.	Subsector	Development/Other (2017)	CRDP Fee	Other Development/Other (2017)	Postscript Review Fee (PRF)	Design/Other/Other (2017)	Amount of Budget for 2016/17
1	Agri			100		100	100
2	Agri		100			100	100
3	Agri		100			100	100
4	Agri		100			100	100
5	Agri		100			100	100
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7	Agri		100			100	100
8	Agri		100			100	100
9	Agri		100			100	100
10	Agri		100			100	100
11	Agri		100			100	100
12	Agri		100			100	100
13	Agri		100			100	100
14	Agri		100			100	100
15	Agri		100			100	100
16	Agri		100			100	100
17	Agri		100			100	100
18	Agri		100			100	100
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28	Agri		100			100	100
29	Agri		100			100	100
30	Agri		100			100	100
31	Agri		100			100	100
32	Agri		100			100	100
33	Agri		100			100	100
34	Agri		100			100	100
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42	Agri		100			100	100
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44	Agri		100			100	100
45	Agri		100			100	100
46	Agri		100			100	100
47	Agri		100			100	100
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99	Agri		100			100	100
100	Agri		100			100	100

Remarks & Notes:
 Blank cells in this table are not applicable except for additional work on (Blank Field in CRDP/PRF Table)
 CRDP Fee is applicable for CRDP/PRF/CRDP/PRF only.
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 The total fee amount should be equal to the amount of the application.
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Table 10. Domestic Travel & Reimbursement

How to change your reimbursement for domestic travel (domestic travel agency fees)				
File Details	Absent Super Sector	Absent Values	Absent Period	
RSDs	SEK,SE,TTT,DU,LLL,DS,SW,RYVA,DU,LR,FL	(M,UMM,MB,LS)	(Y,*)	
Change Fees Per Person Per Sector	File changes within 28 hours of departure, 3 business days of departure and 4 days before the event (domestic)	Nil	Nil	Nil
	Departure 9-2 days	RS 2000 or basic fare plus fare difference (whichever is lower)	RS 2000 or basic fare plus fare difference (whichever is lower)	Nil
	Departure 4 days & above	Nil	Nil	Nil
Cancellation Fees Per Person Per Sector	File changes within 28 hours of departure, 3 business days of departure and 4 days before the event (domestic)	Nil	Nil	Nil
	Departure 9-2 days	RS 2000 or basic fare (whichever is lower)	RS 2000 or basic fare (whichever is lower)	RS 2000 or basic fare (whichever is lower)
	Departure 4 days & above	RS 2000 or basic fare (whichever is lower)	RS 2000 or basic fare (whichever is lower)	Nil
Change Cancellation allowed till	2 hours before the departure of flight. If change cancellation done within 2 hours, no show charges will apply.	2 hours before the departure of flight. If change cancellation done within 2 hours, no show charges will apply.	2 hours before the departure of flight. If change cancellation done within 2 hours, no show charges will apply.	
No Show	Only basic refundable	Only basic refundable	Only basic refundable	

* In case of 28 hours to 9 days prior to departure, the cancellation charge will be equivalent to the cancellation charge of the basic fare plus fare charge (2% difference) as applicable unless stated change is made with the carrier.

1. Basic of the Reimbursement: Applicable charges and difference of fare if any are applicable.

2. Commission: MFR will not make for return cancellation or refund.

3. Insurance: MFR will not make for return cancellation or refund.

4. Alternative arrangements can made by the Member - No Refund.

5. Passenger is taken back to the point of origin by the first available carrier - Not allowed for refund.

6. Once arrangements for the cancelled sector are made by the passenger(s), refund of basic fare for the specified sector.

7. The passenger is not taken to the scheduled destination. A passenger(s) makes own arrangement - Not allowed to make in respective MFR along with cancelled non-refund sector, if any.

8. No show charges will apply as per applicable terms.

Member must submit change without prior notice

Updated on: 08/2024