

**ALLIANCE OF DOMESTIC FIRMS CONTRACT & ACCOUNT PERFORMANCE DATA**

**Domestic Firm Performance - 2019**  
 2019 Performance Data (2019-01-01 to 2019-12-31)

**Table 1: Domestic Firm Performance and Industry Portfolio Risk Factors**

Firm	Industry	Market Cap (\$B)	2019 Revenue (\$B)			2019 Earnings (\$B)			2019 Operating Margin (%)			2019 Return on Equity (%)			2019 Return on Assets (%)		
			Q1	Q2	Q3	Q1	Q2	Q3	Q1	Q2	Q3	Q1	Q2	Q3	Q1	Q2	Q3
1	Technology	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
2	Healthcare	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80
3	Financial	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
4	Consumer Goods	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40
5	Energy	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30	30
6	Industrial	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20
7	Telecommunications	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
8	Real Estate	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
9	Transportation	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
10	Utilities	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
11	Media	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
12	Food & Beverage	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
13	Chemicals	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
14	Pharmaceuticals	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
15	Automotive	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
16	Aerospace	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
17	Defense	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
18	Government Contractors	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
19	Construction	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
20	Retail	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
21	Banking	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
22	Insurance	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
23	Investment Management	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
24	Private Equity	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
25	Hedge Funds	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
26	Real Estate Investment Trusts	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
27	Commodities	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
28	Art Collection	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
29	Private Banking	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
30	Family Offices	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

**Footnote & Notes:**  
 1. Data is preliminary and subject to audit.  
 2. All figures are in US Dollars.  
 3. Data is for the period 2019-01-01 to 2019-12-31.  
 4. All figures are in US Dollars.  
 5. Data is for the period 2019-01-01 to 2019-12-31.  
 6. All figures are in US Dollars.  
 7. Data is for the period 2019-01-01 to 2019-12-31.  
 8. All figures are in US Dollars.  
 9. Data is for the period 2019-01-01 to 2019-12-31.  
 10. All figures are in US Dollars.  
 11. Data is for the period 2019-01-01 to 2019-12-31.  
 12. All figures are in US Dollars.  
 13. Data is for the period 2019-01-01 to 2019-12-31.  
 14. All figures are in US Dollars.  
 15. Data is for the period 2019-01-01 to 2019-12-31.  
 16. All figures are in US Dollars.  
 17. Data is for the period 2019-01-01 to 2019-12-31.  
 18. All figures are in US Dollars.  
 19. Data is for the period 2019-01-01 to 2019-12-31.  
 20. All figures are in US Dollars.  
 21. Data is for the period 2019-01-01 to 2019-12-31.  
 22. All figures are in US Dollars.  
 23. Data is for the period 2019-01-01 to 2019-12-31.  
 24. All figures are in US Dollars.  
 25. Data is for the period 2019-01-01 to 2019-12-31.  
 26. All figures are in US Dollars.  
 27. Data is for the period 2019-01-01 to 2019-12-31.  
 28. All figures are in US Dollars.  
 29. Data is for the period 2019-01-01 to 2019-12-31.  
 30. All figures are in US Dollars.

Table 2: Revenue, Expenditure, Change

S. No.	Section	Development/Exe (2017)	Capex Exe (2017)	Other Development/Exe (2017)	Revenue Revenue (2017)	Development/Exe (2017)	Revenue (2017)
1	...	...	...	...	...	...	...
2	...	...	...	...	...	...	...
3	...	...	...	...	...	...	...
4	...	...	...	...	...	...	...
5	...	...	...	...	...	...	...
6	...	...	...	...	...	...	...
7	...	...	...	...	...	...	...
8	...	...	...	...	...	...	...
9	...	...	...	...	...	...	...
10	...	...	...	...	...	...	...
11	...	...	...	...	...	...	...
12	...	...	...	...	...	...	...
13	...	...	...	...	...	...	...
14	...	...	...	...	...	...	...
15	...	...	...	...	...	...	...
16	...	...	...	...	...	...	...
17	...	...	...	...	...	...	...
18	...	...	...	...	...	...	...
19	...	...	...	...	...	...	...
20	...	...	...	...	...	...	...
21	...	...	...	...	...	...	...
22	...	...	...	...	...	...	...
23	...	...	...	...	...	...	...
24	...	...	...	...	...	...	...
25	...	...	...	...	...	...	...
26	...	...	...	...	...	...	...
27	...	...	...	...	...	...	...
28	...	...	...	...	...	...	...
29	...	...	...	...	...	...	...
30	...	...	...	...	...	...	...
31	...	...	...	...	...	...	...
32	...	...	...	...	...	...	...
33	...	...	...	...	...	...	...
34	...	...	...	...	...	...	...
35	...	...	...	...	...	...	...
36	...	...	...	...	...	...	...
37	...	...	...	...	...	...	...
38	...	...	...	...	...	...	...
39	...	...	...	...	...	...	...
40	...	...	...	...	...	...	...
41	...	...	...	...	...	...	...
42	...	...	...	...	...	...	...
43	...	...	...	...	...	...	...
44	...	...	...	...	...	...	...
45	...	...	...	...	...	...	...
46	...	...	...	...	...	...	...
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48	...	...	...	...	...	...	...
49	...	...	...	...	...	...	...
50	...	...	...	...	...	...	...
51	...	...	...	...	...	...	...
52	...	...	...	...	...	...	...
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56	...	...	...	...	...	...	...
57	...	...	...	...	...	...	...
58	...	...	...	...	...	...	...
59	...	...	...	...	...	...	...
60	...	...	...	...	...	...	...
61	...	...	...	...	...	...	...
62	...	...	...	...	...	...	...
63	...	...	...	...	...	...	...
64	...	...	...	...	...	...	...
65	...	...	...	...	...	...	...
66	...	...	...	...	...	...	...
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80	...	...	...	...	...	...	...
81	...	...	...	...	...	...	...
82	...	...	...	...	...	...	...
83	...	...	...	...	...	...	...
84	...	...	...	...	...	...	...
85	...	...	...	...	...	...	...
86	...	...	...	...	...	...	...
87	...	...	...	...	...	...	...
88	...	...	...	...	...	...	...
89	...	...	...	...	...	...	...
90	...	...	...	...	...	...	...
91	...	...	...	...	...	...	...
92	...	...	...	...	...	...	...
93	...	...	...	...	...	...	...
94	...	...	...	...	...	...	...
95	...	...	...	...	...	...	...
96	...	...	...	...	...	...	...
97	...	...	...	...	...	...	...
98	...	...	...	...	...	...	...
99	...	...	...	...	...	...	...
100	...	...	...	...	...	...	...

Revenue & Expenditure  
 Revenue & Expenditure - 2017-18 (Budget) and 2016-17 (Actual) in Lakhs of Rupees  
 Capex Exe - Expenditure on Capital Expenditure  
 Other Development/Exe - Expenditure on Development/Exe  
 Revenue Revenue - Revenue  
 Development/Exe - Expenditure on Development/Exe  
 Revenue (2017) - Revenue for 2017-18  
 Development/Exe (2017) - Expenditure on Development/Exe for 2017-18

**Table 3: Domestic Fare Rules & Penalties**

Fare Basis	Alaska Super Saver	Alaska Value	Alaska Flex
<b>Apply</b>	AA, E, S, L, T, Y, G, U, L, L, L, C, U, S, & MM (NY, N, Q, O, D, K, A, Z)	(AA, L, MM, N, Q, O, S, Z)	(Y, F, C)
<b>Change Fees Per Person Per Sector</b>	Any changes within 24 hours of booking, provided at least 7 days before the travel date	NL	NL
	Departure 0-3 days	\$45 (USD) or basic fare plus fare difference (whichever is lower)	\$45 (USD) or basic fare plus fare difference (whichever is lower)
<b>Cancellation Fees Per Person Per Sector</b>	Any changes within 24 hours of booking, provided at least 7 days before the travel date	NL	NL
	Departure 0-3 days	\$45 (USD) or basic fare (whichever is lower)	\$45 (USD) or basic fare (whichever is lower)
<b>Change Cancellation allowed (C)</b>	1 week before the departure of flight. No change cancellation fees apply (2 hours or more changes will apply)	2 weeks before the departure of flight. No change cancellation fees apply (2 hours or more changes will apply)	2 weeks before the departure of flight. No change cancellation fees apply (2 hours or more changes will apply)
	<b>No Show</b>	Only taxes refundable	Only taxes refundable

1. Not all fares are eligible for this table. For the Alaska Super Saver and Super Flex fares, the cancellation charges will be based on the Alaska Super Saver fare for Alaska and Alaska Flex fare for Alaska and Alaska Value fare for Alaska.

**Note:**

1. Taxes and charges are applicable per passenger. In case of "Non-refundable", basic fare will be refunded.
2. Rules of the carrier apply to all changes and cancellations of fares if any are applicable.
3. Cancellation fees are \$45 per one-way for change/cancellation of Alaska.
4. In case of flight disruption:
5. Alaska Super Saver and Super Flex fares are not refundable.
6. Passengers are taken back to the point of origin by the first available carrier. Full amount to be refunded.
7. Our arrangements for the cancelled sector is made by the passenger(s). Refund of basic fare for the cancelled sector.
8. The passenger is not liable for the change/cancellation of any segment if the passenger(s) is/are not on the flight. Refund is only in respect to the segment(s) which was/were cancelled.
9. No for-confirmation cancellations fees applicable on return flights.

**These fares are subject to change without prior notice.**

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