



Q3 Results of FY 2017 – 18

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Highlights

(` in Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Dec 17	Quarter Ended Dec 16	% of Growth compare to corresponding period of P.Y.	Nine month Ended Dec 17	Nine month Ended Dec 16	F. Y. 2016 -17
Turnover - Net	5.52%	522.81	495.47	3.54%	1,475.10	1,424.72	1,956.65
EBIDT	25.54%	66.58	53.03	2.02%	172.46	169.04	229.32
Interest	38.20%	3.72	2.69	1.91%	9.07	8.90	11.59
Depreciation	2.03%	12.47	12.22	(0.07%)	37.24	37.26	48.82
PBT	32.19%	50.38	38.11	2.67%	126.16	122.88	168.92
PAT	17.14%	33.08	28.24	(3.43%)	83.28	86.24	118.45

Performance Snapshot

(` in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2017	Quarter Ended 30/09/2017	Quarter Ended 31/12/2016	Nine Months Ended 31/12/2017	Nine Months Ended 31/12/2016	Previous Year ended 31/03/2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	(a) Revenue from Operations (Refer Note 3)	522.81	464.69	528.88	1,511.89	1,526.09	2,094.85
	(b) Other Income	0.36	0.99	3.85	5.62	10.19	12.01
	Total Income	523.18	465.68	532.73	1,517.51	1,536.28	2,106.86
2	Expenses						
	(a) Cost of materials consumed	198.60	144.32	168.90	515.12	505.49	685.01
	(b) Purchase of stock-in-trade	100.73	121.18	129.62	328.51	358.19	471.09
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(14.62)	(11.06)	(11.20)	(25.09)	(47.13)	(29.50)
	(d) Excise duty	-	-	33.42	36.79	101.37	138.20
	(e) Employee benefits expense	41.31	40.45	35.34	121.92	108.52	145.65
	(f) Finance Cost	3.72	2.76	2.69	9.07	8.90	11.59
	(g) Depreciation and amortisation expense	12.47	13.00	12.22	37.24	37.26	48.82
	(h) Other expenses	130.58	112.50	123.63	367.79	340.81	467.08
	Total Expensees	472.79	423.16	494.62	1,391.36	1,413.41	1,937.94
3	Profit before exceptional items and Tax (1-2)	50.38	42.53	38.11	126.16	122.88	168.92
4	Exceptional Items	-	-	-	-	-	-
5	Profit before Tax (3-4)	50.38	42.53	38.11	126.16	122.88	168.92
6	Tax Expense	17.30	14.70	9.87	42.87	36.64	50.46
7	Net Profit after Tax (5-6)	33.08	27.83	28.24	83.28	86.24	118.45

Contd...

Performance Snapshot (Contd....)

(` in Crores)

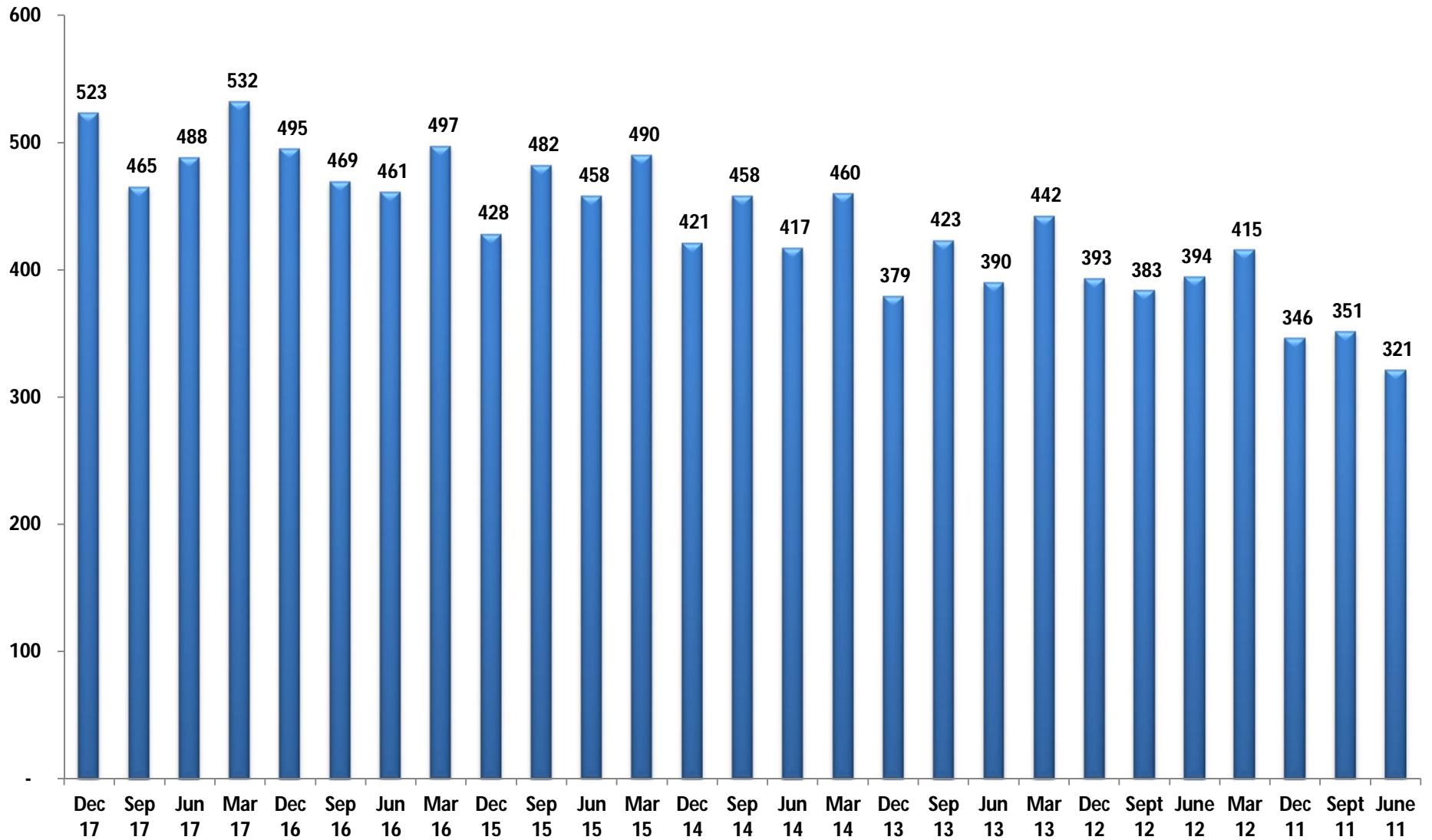
Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2017	Quarter Ended 30/09/2017	Quarter Ended 31/12/2016	Nine Months Ended 31/12/2017	Nine Months Ended 31/12/2016	Previous Year ended 31/03/2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
8	Other Comprehensive Income (net of tax)						
	-Items that will not reclassified to Profit or loss (net of tax)	0.00	0.00	(0.05)	0.03	(0.15)	0.02
	-Items that will be reclassified to Profit or loss (net of tax)	0.05	(0.06)	0.03	0.25	(0.06)	(0.07)
9	Total Comprehensive Income (net of tax) (7+8)	33.14	27.77	28.22	83.56	86.03	118.40
10	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of ` 10/- per Share)						
11	Other Equity						682.21
12	Earnings Per Share (EPS)						
	(a) Basic and diluted EPS before exceptional Item for the period (`)	22.17	18.65	18.93	55.81	57.79	79.38
	(b) Basic and diluted EPS after exceptional Item for the period (`)	22.17	18.65	18.93	55.81	57.79	79.38

Segment Wise Revenue, Results & Capital Employed

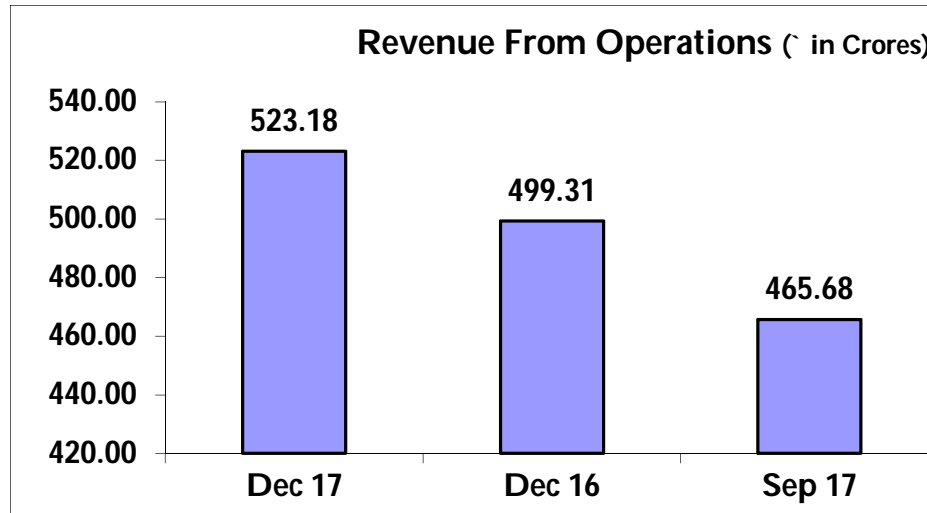
(` in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2017	Quarter Ended 30/09/2017	Quarter Ended 31/12/2016	Nine Months Ended 31/12/2017	Nine Months Ended 31/12/2016	Previous Year ended 31/03/2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue						
	(a) Plastics	470.13	419.08	476.64	1,362.24	1,369.91	1,884.51
	(b) Lifestyle Furniture, Furnishings & Accessories	56.11	52.96	57.83	165.09	174.10	232.94
	Total	526.23	472.03	534.47	1,527.34	1,544.00	2,117.45
	Less: Inter Segment Revenue	3.42	7.34	5.59	15.44	17.91	22.61
	Revenue from operations	522.81	464.69	528.88	1,511.89	1,526.09	2,094.85
2	Segment Results						
	(a) Plastics	52.90	46.33	38.09	131.79	126.12	176.64
	(b) Lifestyle Furniture, Furnishings & Accessories	3.02	0.94	0.89	4.88	2.73	3.19
	Total	55.92	47.27	38.98	136.67	128.85	179.83
	Less:						
	Interest & Finance Charges (Net)	3.72	2.76	2.69	9.07	8.90	11.59
	Other Un-allocable expenditure net of un-allocable income	1.81	1.99	(1.82)	1.44	(2.93)	(0.68)
	Total Profit before Tax	50.38	42.53	38.11	126.16	122.88	168.92
3	Segment Assets						
	(a) Plastics	999.69	972.45	868.62	999.69	868.62	900.78
	(b) Lifestyle Furniture, Furnishings & Accessories	106.18	114.76	117.13	106.18	117.13	95.04
	(c) Unallocable	34.28	35.87	43.56	34.28	43.56	37.04
4	Segment Liabilities						
	(a) Plastics	191.80	195.80	223.62	191.80	223.62	204.01
	(b) Lifestyle Furniture, Furnishings & Accessories	41.12	46.43	46.62	41.12	46.62	38.50
	(c) Unallocable	144.64	144.93	94.31	144.64	94.31	93.22
5	Capital Employed [Segment Assets -Segment Liabilities]						
	(a) Plastics	807.90	776.65	645.00	807.90	645.00	696.77
	(b) Lifestyle Furniture, Furnishings & Accessories	65.05	68.32	70.51	65.05	70.51	56.54
	(c) Unallocable	(110.37)	(109.06)	(50.75)	(110.37)	(50.75)	(56.18)

Quarterly Net Sales (Company)

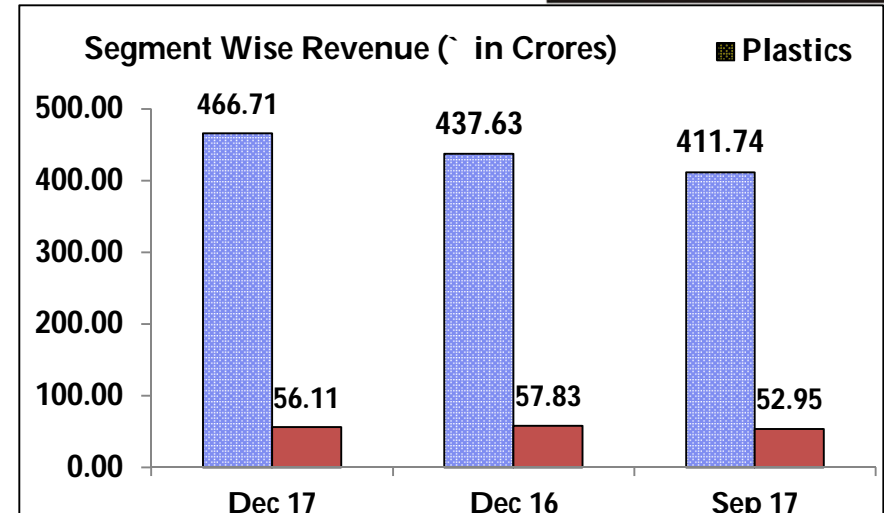


Performance Snapshot (Quarterly)



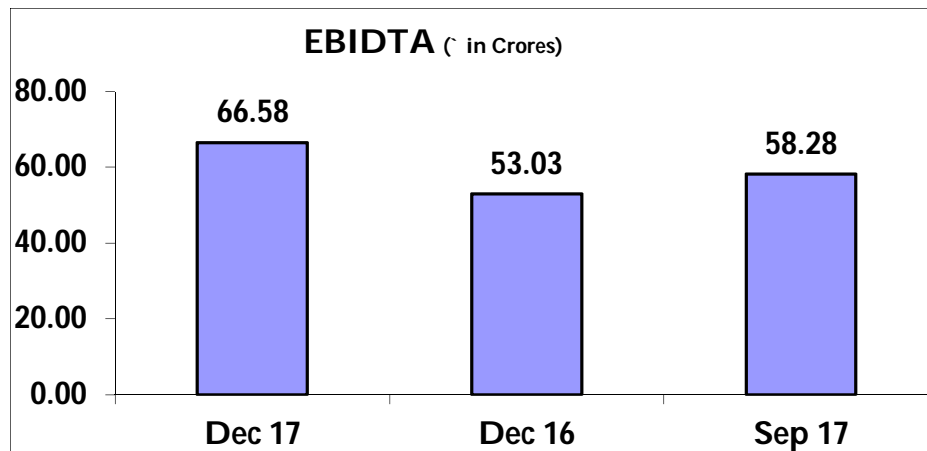
YoY Growth : 5%

QoQ Growth : 12%



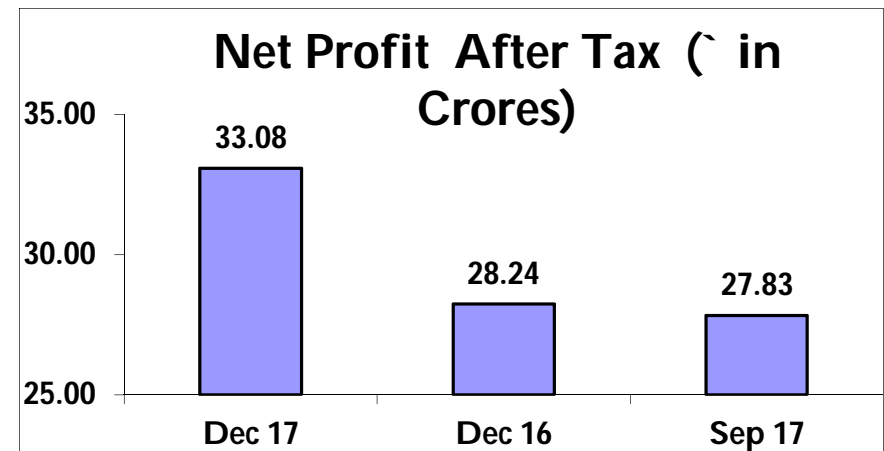
Plastics: YoY Growth: 7%; QoQ Growth: 13%

Retail: YoY De-Growth : (3%); QoQ Growth: 6%



YoY Growth : 26%

QoQ Growth : 14%



YoY Growth : 17%

QoQ Growth : 19%

Income Statement Summary (Quarterly)

(` in Crores)

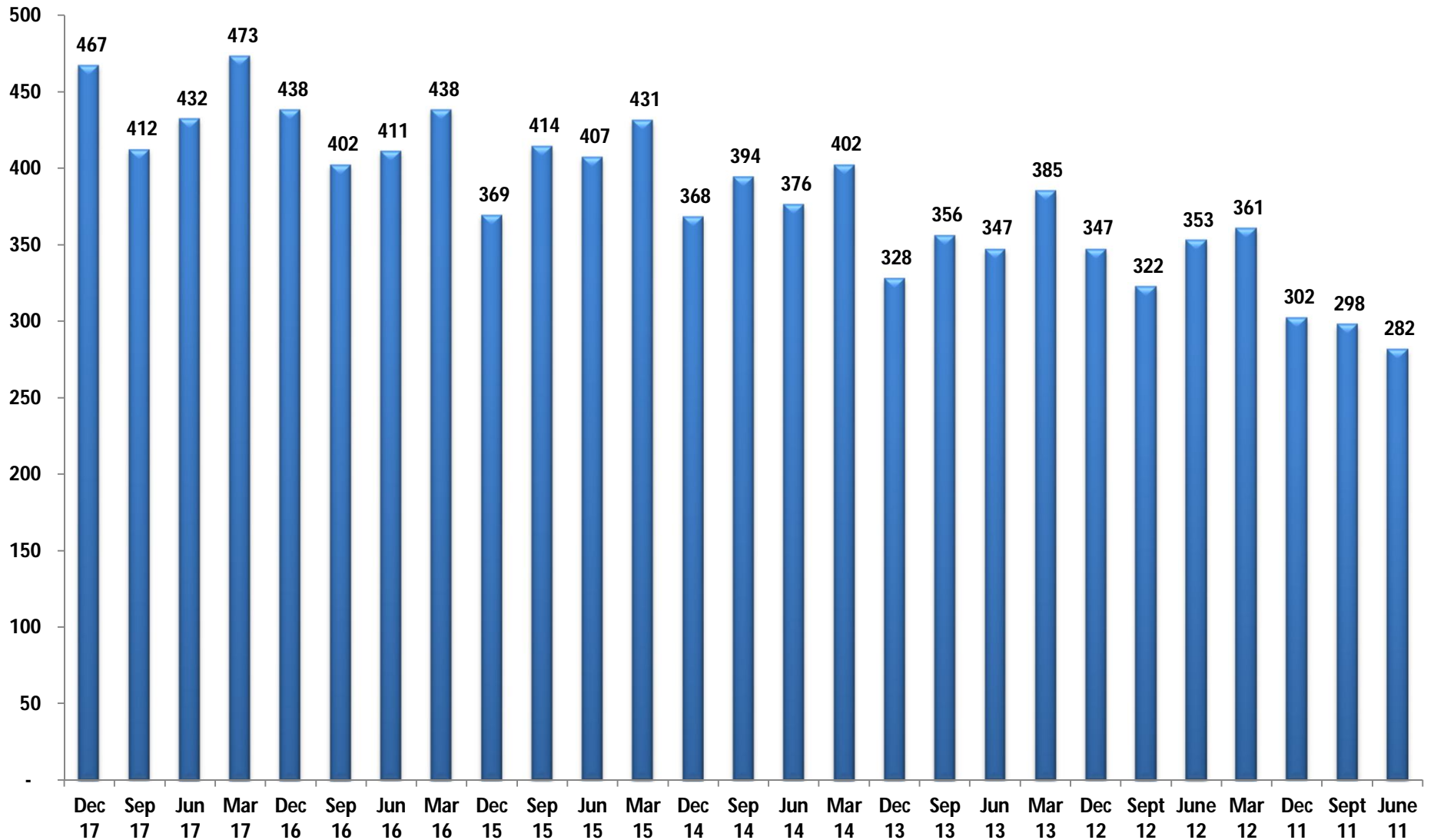
Particulars	Quarter ended Dec 17		Quarter ended Dec 16		Quarter ended Sep 17		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Dec 16	Sep 17
Revenues	523.18	100%	499.32	100%	465.68	100%	5%	12%
Material Consumed	284.71	54%	287.32	58%	254.44	55%	(1%)	12%
Employees Cost	41.31	8%	35.34	7%	40.45	9%	17%	2%
Operating expenditure	130.58	25%	123.63	25%	112.50	24%	6%	16%
EBIDTA	66.58	13%	53.03	11%	58.28	13%	26%	14%
Depreciation	12.47	2%	12.22	2%	13.00	3%	2%	(4%)
Interest and Finance Charges	3.72	1%	2.69	1%	2.76	1%	38%	35%
Profit before Tax	50.38	10%	38.11	8%	42.53	9%	32%	18%
Tax Expense	17.30	3%	9.87	2%	14.70	3%	75%	18%
Net Profit after Tax	33.08	6%	28.24	6%	27.83	6%	17%	19%



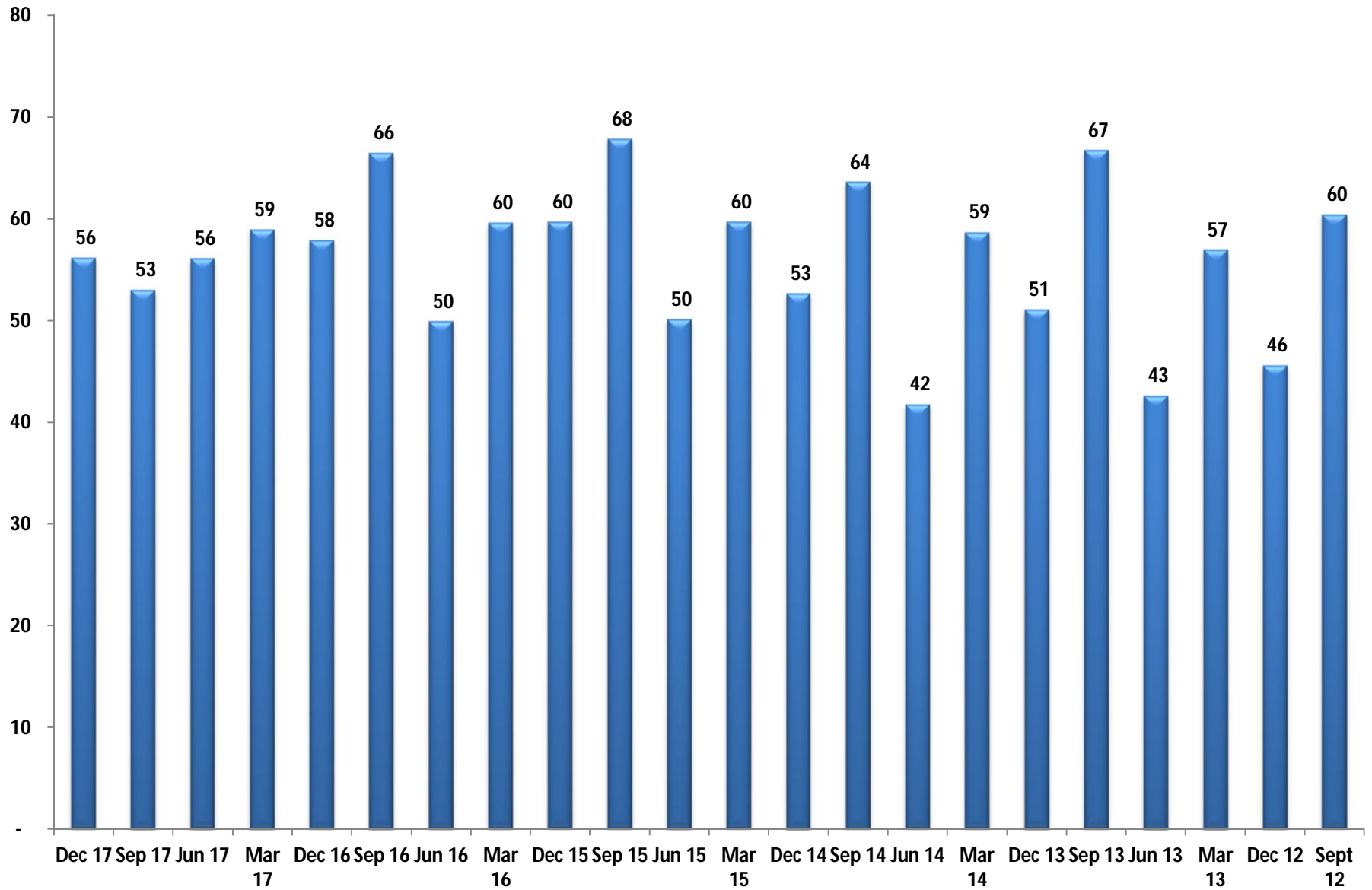
Business Review

Plastics – Quarter Wise Sales

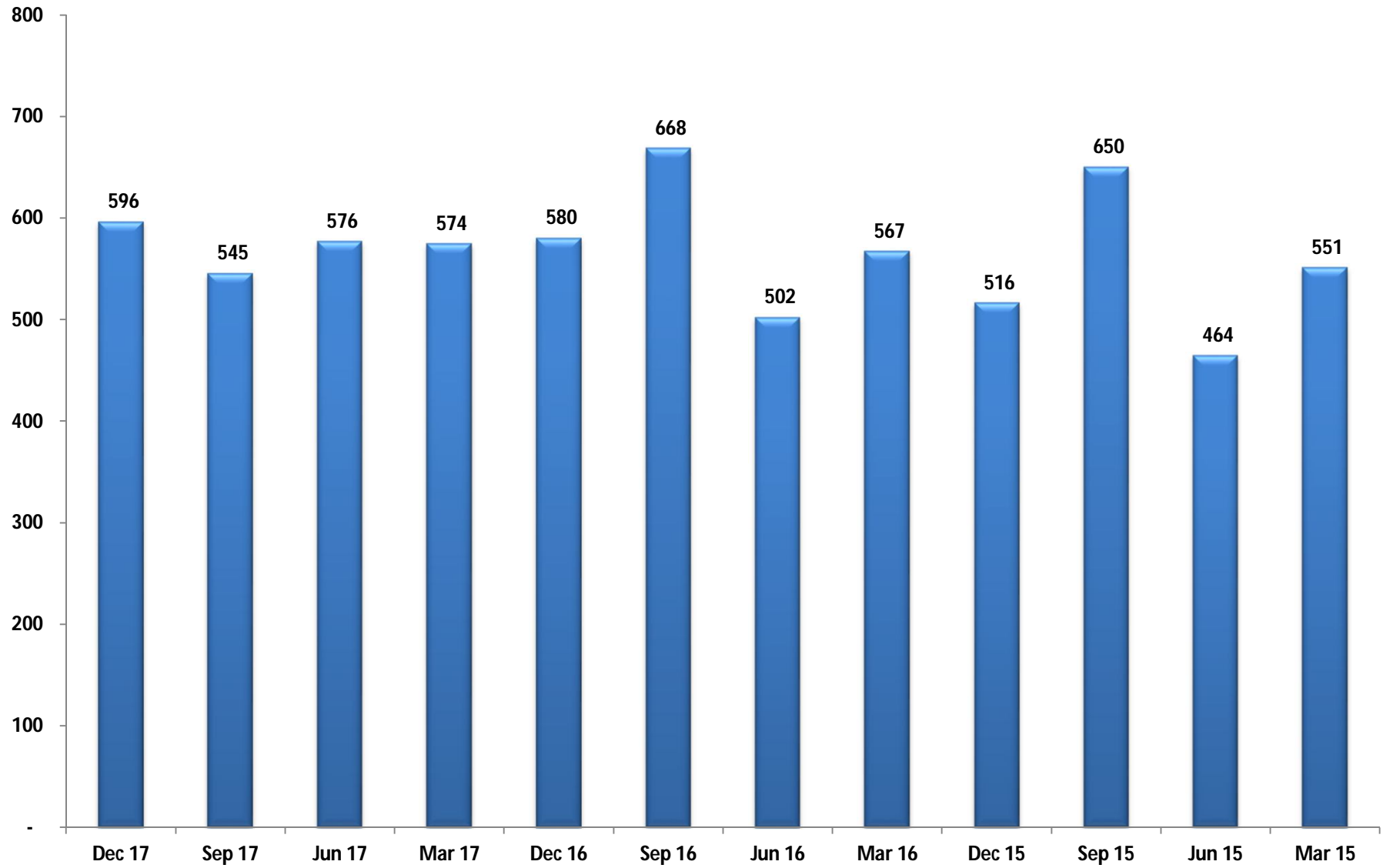
(` in Crores)



Retail Quarter Wise Sales



Sales Per Sq. ft. per Quarter





Thank you