



Q3 Results of FY 2016 – 17

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Highlights

(` in Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Dec 16	Quarter Ended Dec 15	% of Growth compare to corresponding period of P.Y.	Nine month Ended Dec 16	Nine month Ended Dec 15	F. Y. 2015 -16
Turnover - Gross	16.35%	528.92	454.59	4.76%	1,526.18	1,456.79	1,991.09
Turnover - Net	16.53%	495.50	425.20	4.76%	1,424.81	1,360.06	1,857.59
EBIDT	12.48%	53.03	47.15	7.78%	169.04	156.83	225.86
Interest	(34.04%)	2.69	4.08	(34.90%)	8.90	13.67	18.13
Depreciation	(0.85%)	12.22	12.33	(0.37%)	37.26	37.40	53.06
PBT	24.00%	38.11	30.74	16.18%	122.88	105.76	154.66
PAT	38.42%	28.24	20.40	19.68%	86.24	72.06	104.78

Performance Snapshot

(` in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2016	Quarter Ended 30/09/2016	Quarter Ended 31/12/2015	Nine Months Ended 31/12/2016	Nine Months Ended 31/12/2015	Previous Year ended 31/03/2016
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
1	Income From Operations						
	(a) Net Sales / Incomes from Operations (Net of Excise Duty)	526.71	499.45	452.17	1,519.49	1,449.51	1,981.02
	(b) Other Operating Income	2.21	2.04	2.42	6.69	7.29	10.07
	Total Income from operations (net)	528.92	501.49	454.59	1,526.18	1,456.79	1,991.09
2	Expenses						
	(a) Cost of materials consumed	168.90	155.79	136.54	505.49	487.95	651.57
	(b) Purchase of stock-in-trade	129.62	123.62	110.94	358.19	342.13	437.45
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(11.20)	(10.59)	(12.11)	(47.13)	(41.59)	(14.54)
	(d) Excise duty (Refer note 3)	33.42	32.85	29.39	101.37	96.73	133.49
	(e) Employee benefits expense	35.19	36.07	36.63	108.19	100.26	134.62
	(f) Depreciation and amortisation expense	12.22	12.62	12.33	37.26	37.40	53.06
	(g) Other expenses	123.90	112.42	106.35	341.34	321.25	432.33
	Total Expenses	492.05	462.77	420.07	1,404.71	1,344.14	1,827.99
3	Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)	36.87	38.71	34.52	121.47	112.66	163.10
4	Other Income	3.94	2.41	0.30	10.31	6.78	9.69
5	Profit from ordinary activities before finance costs and Exceptional Items (3+4)	40.81	41.12	34.82	131.78	119.43	172.79
6	Finance Cost	2.69	2.95	4.08	8.90	13.67	18.13
7	Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)	38.11	38.17	30.74	122.88	105.76	154.66

Contd...

Performance Snapshot (Contd....)

(` in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2016	Quarter Ended 30/09/2016	Quarter Ended 31/12/2015	Nine Months Ended 31/12/2016	Nine Months Ended 31/12/2015	Previous Year ended 31/03/2016
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
8	Exceptional Items	-	-	-	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	38.11	38.17	30.74	122.88	105.76	154.66
10	Tax Expense	9.87	11.84	10.33	36.64	33.70	49.88
11	Net Profit from Ordinary Activities after Tax (9-10)	28.24	26.33	20.40	86.24	72.06	104.78
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-	-	-
13	Net Profit for the Year (11-12)	28.24	26.33	20.40	86.24	72.06	104.78
14	Other Comprehensive Income	(0.05)	(0.05)	(0.03)	(0.15)	(0.10)	(0.18)
15	Total Comprehensive Income (13-14)	28.29	26.38	20.44	86.39	72.17	104.96
16	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of ` 10/- per Share)						
17	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year						570.28
18	Earnings Per Share (EPS)						
	(a) Basic and diluted EPS before exceptional Item for the period (`)	18.93	17.64	13.67	57.79	48.29	70.22
	(b) Basic and diluted EPS after exceptional Item for the period (`)	18.93	17.64	13.67	57.79	48.29	70.22

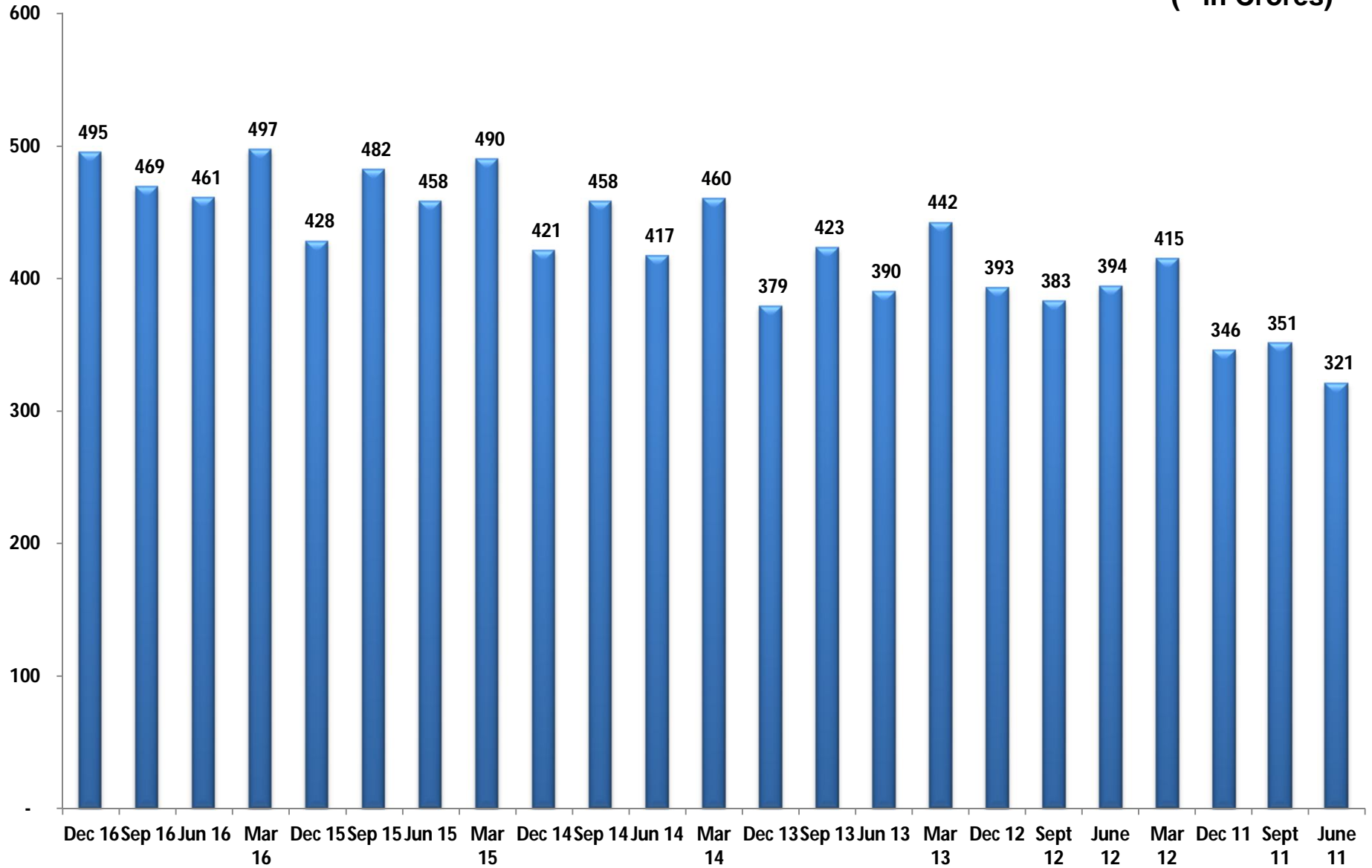
Segment Wise Revenue, Results & Capital Employed

(` in Crores)

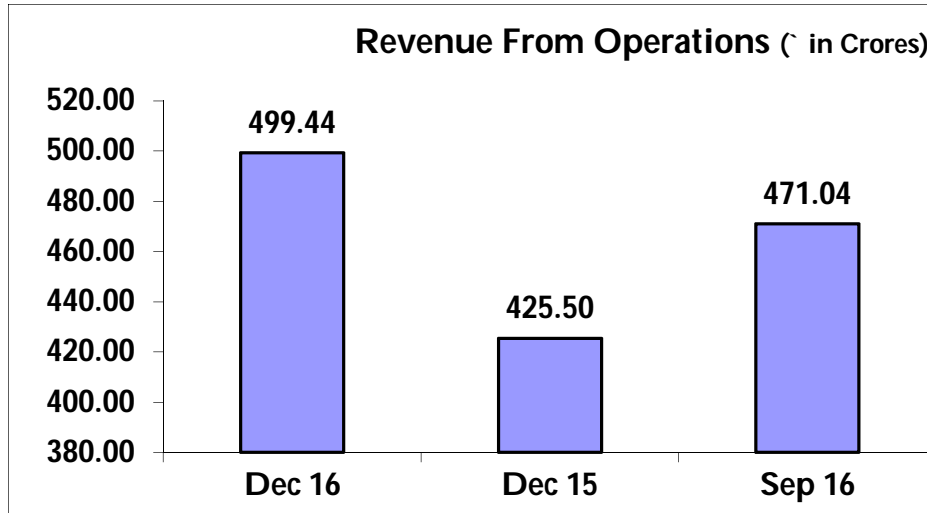
Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2016	Quarter Ended 30/09/2016	Quarter Ended 31/12/2015	Nine Months Ended 31/12/2016	Nine Months Ended 31/12/2015	Previous Year ended 31/03/2016
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
1	Segment Revenue						
	(a) Plastics	476.67	442.92	400.36	1,369.99	1,291.71	1,771.41
	(b) Lifestyle Furniture, Furnishings &	57.83	66.40	59.17	174.10	176.24	235.76
	Total	534.51	509.32	459.53	1,544.09	1,503.43	2,007.17
	Less: Inter Segment Revenue	5.59	7.84	4.94	17.91	11.16	16.08
	Net Income from Operations	528.92	501.49	454.59	1,526.18	1,492.27	1,991.09
2	Segment Results						
	(a) Plastics	38.09	38.05	40.40	126.12	128.06	191.67
	(b) Lifestyle Furniture, Furnishings &	0.89	3.22	(1.76)	2.73	(3.06)	(12.05)
	Total	38.98	41.26	38.64	128.85	123.62	179.61
	Less:						
	Interest & Finance Charges (Net)	2.69	2.95	4.08	8.90	13.67	18.13
	Other Un-allocable expenditure net of un-allocable income	(1.82)	0.14	3.82	(2.93)	5.57	6.82
	Total Profit before Tax	38.11	38.17	30.74	122.88	104.37	154.66
3	Segment Assets						
	(a) Plastics	868.62	836.21	748.76	868.62	748.76	788.23
	(b) Lifestyle Furniture, Furnishings &	117.13	111.12	130.61	117.13	130.61	103.25
	(c) Unallocable	43.56	41.29	42.87	43.56	42.87	46.12
4	Segment Liabilities						
	(a) Plastics	223.62	199.48	168.86	223.62	168.86	191.47
	(b) Lifestyle Furniture, Furnishings &	46.62	43.65	55.80	46.62	55.80	38.46
	(c) Unallocable	94.31	102.48	137.49	94.31	137.49	122.48
5	Capital Employed [Segment Assets - Segment						
	(a) Plastics	645.00	636.73	579.90	645.00	579.90	596.76
	(b) Lifestyle Furniture, Furnishings &	70.51	67.47	74.82	70.51	74.82	64.79
	(c) Unallocable	(50.75)	(61.19)	(94.62)	(50.75)	(94.62)	(76.35)

Quarterly Net Sales (Company)

(` in Crores)

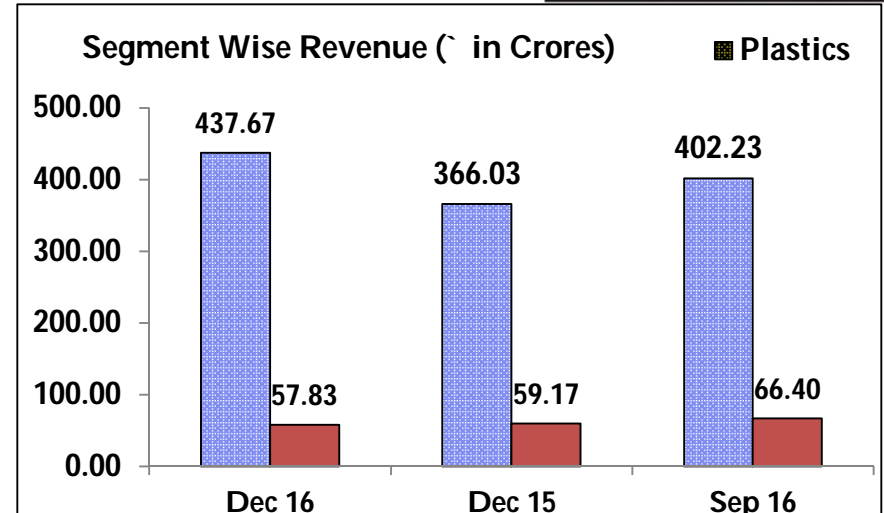


Performance Snapshot (Quarterly)



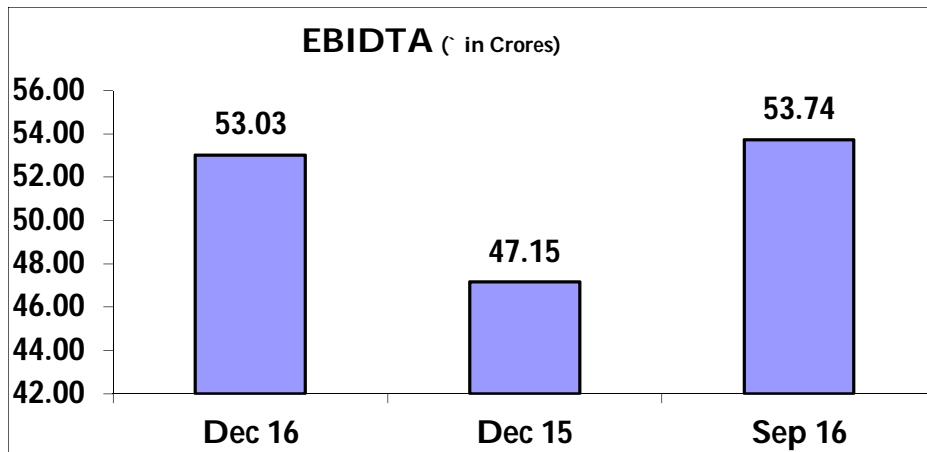
YoY Growth : 17%

QoQ Growth : 6%



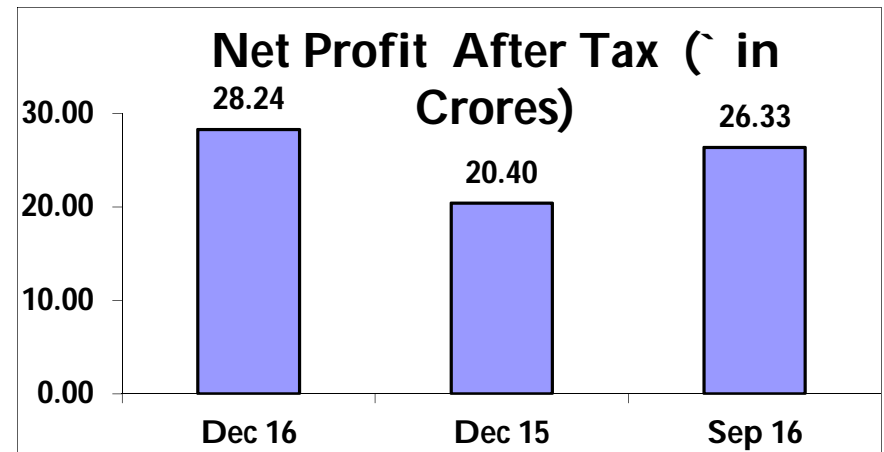
Plastics: YoY Growth: 20%; QoQ Growth: 9%

Retail: YoY De-Growth : (2%); QoQ De-Growth: (13%)



YoY Growth : 12%

QoQ De-Growth : (1%)



YoY Growth : 38%

QoQ Growth : 7%

Income Statement Summary (Quarterly)

(` in Crores)

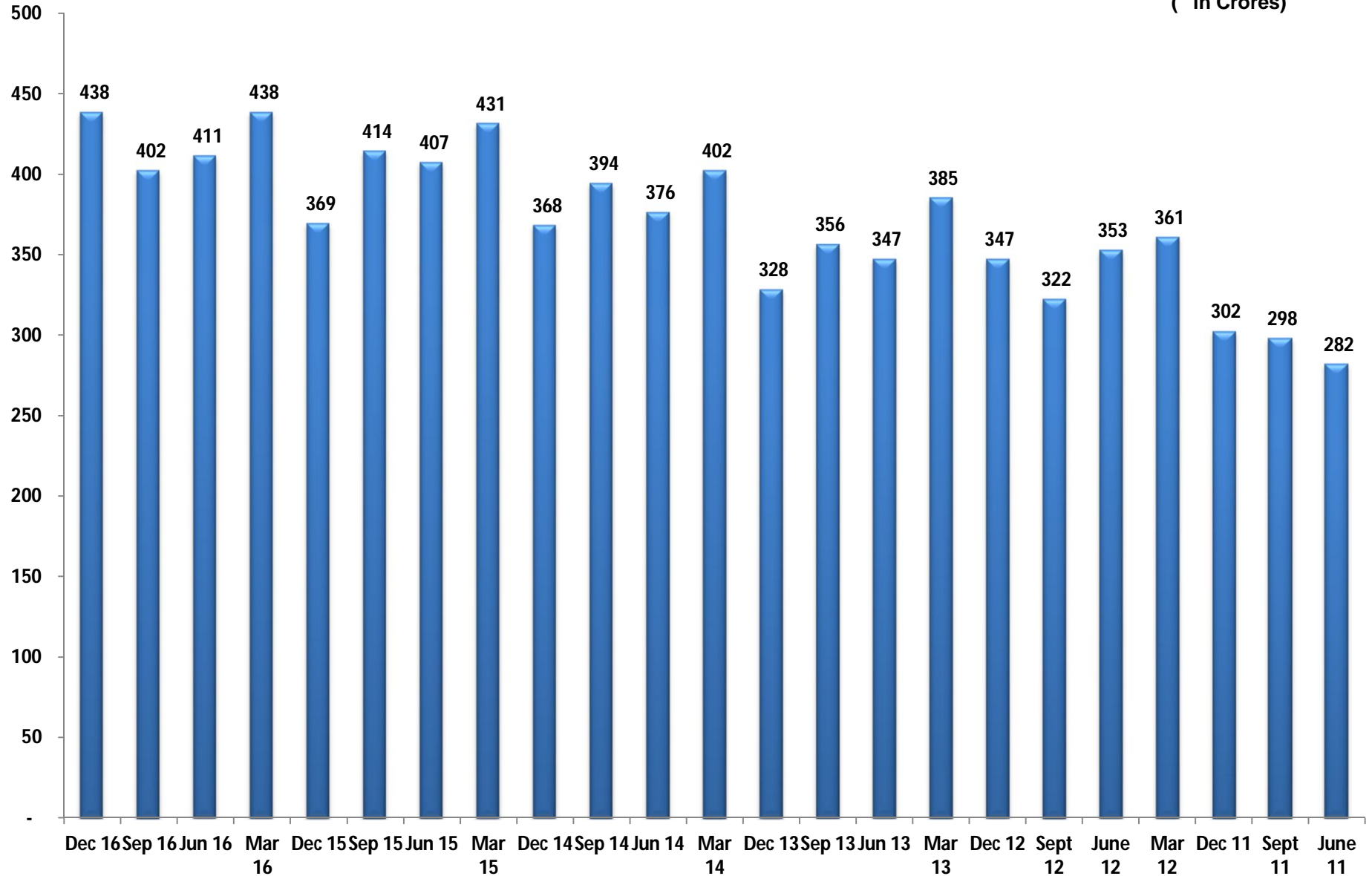
Particulars	Quarter ended Dec 16		Quarter ended Dec 15		Quarter ended Sep 16		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Dec 15	Sep 16
Revenues	499.44	100%	425.50	100%	471.04	100%	17%	6%
Material Consumed	287.32	58%	235.37	55%	268.82	57%	22%	7%
Employees Cost	35.19	7%	36.63	9%	36.07	8%	(4%)	(2%)
Operating expenditure	123.90	25%	106.35	25%	112.42	24%	16%	10%
EBIDTA	53.03	11%	47.15	11%	53.74	11%	12%	(1%)
Depreciation	12.22	2%	12.33	3%	12.62	3%	(1%)	(3%)
Interest and Finance Charges	2.69	1%	4.08	1%	2.95	1%	(34%)	(9%)
Profit before Tax	38.11	8%	30.74	7%	38.17	8%	24%	0%
Tax Expense	9.87	2%	10.33	2%	11.84	3%	(4%)	(17%)
Net Profit after Tax	28.24	6%	20.40	5%	26.33	6%	38%	7%



Business Review

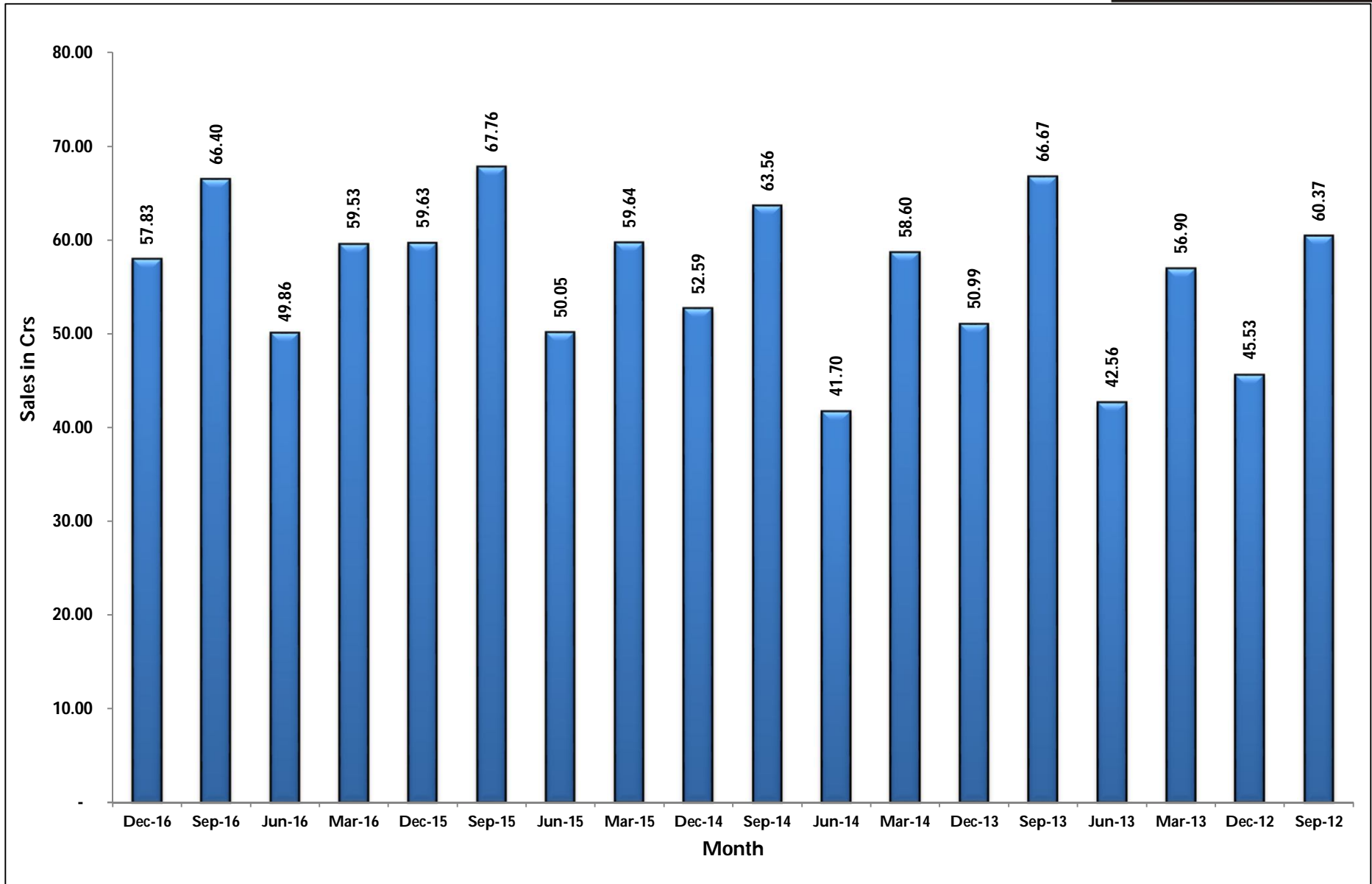
Plastics – Quarter Wise Sales

(` in Crores)

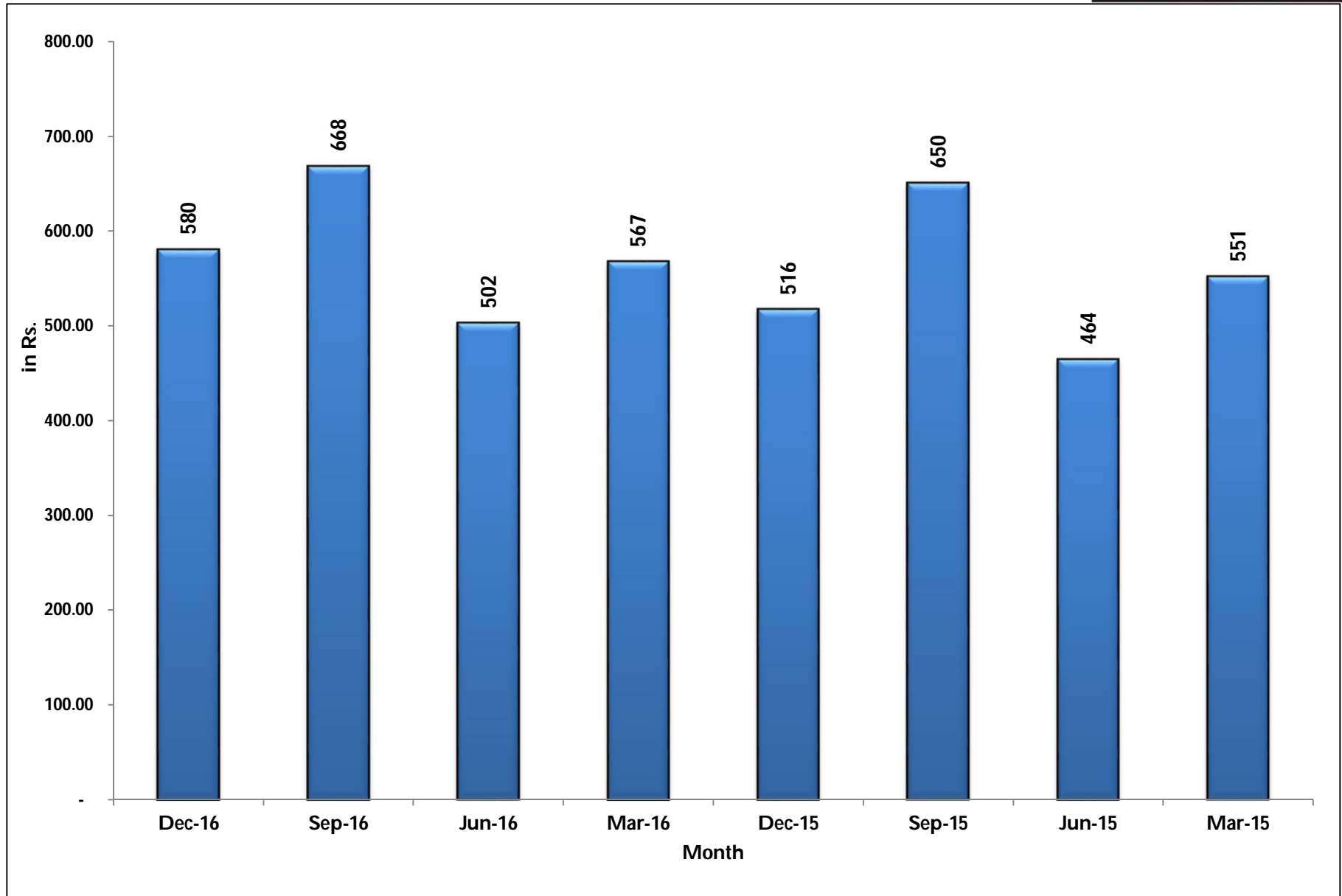


Retail Quarter Wise Sales

(in crs.)



Sales Per Sq. ft. per Quarter





Thank you