



# Q4 Results of FY 2017 - 18

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# Highlights

(c#n Crores)

<b>Particulars</b>	<b>% of Growth compare to corresponding quarter of P.Y.</b>	<b>Quarter Ended Mar 18</b>	<b>Quarter Ended Mar 17</b>	<b>% of Growth compare to corresponding period of P.Y.</b>	<b>F.Y. 2017-18</b>	<b>F.Y. 2016-17</b>
<b>Turnover - Net</b>	<b>12.06%</b>	<b>596.06</b>	<b>531.93</b>	<b>5.85%</b>	<b>2,071.16</b>	<b>1,956.65</b>
<b>EBIDT</b>	<b>11.57%</b>	<b>67.25</b>	<b>60.28</b>	<b>4.53%</b>	<b>239.72</b>	<b>229.32</b>
<b>Interest</b>	<b>27.35%</b>	<b>3.42</b>	<b>2.69</b>	<b>7.81%</b>	<b>12.49</b>	<b>11.59</b>
<b>Depreciation</b>	<b>(2.79%)</b>	<b>11.23</b>	<b>11.55</b>	<b>(0.71%)</b>	<b>48.47</b>	<b>48.82</b>
<b>PBT</b>	<b>14.25%</b>	<b>52.60</b>	<b>46.04</b>	<b>5.83%</b>	<b>178.76</b>	<b>168.92</b>
<b>PAT</b>	<b>4.99%</b>	<b>33.82</b>	<b>32.21</b>	<b>(1.14%)</b>	<b>117.11</b>	<b>118.45</b>

# Performance Snapshot

(c#n Crores)

Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2018	Quarter Ended 31/12/2017	Quarter Ended 31/03/2017	Year Ended 31/03/2018	Year Ended 31/03/2017
		Audited (Refer note 5)	Unaudited	Audited (Refer note 5)	Audited	Audited
<b>1</b>	<b>Income</b>					
	(a) Revenue from Operations (Refer Note 3)	596.06	522.81	568.75	2,107.96	2,094.85
	(b) Other Income	1.94	0.28	1.82	7.74	12.01
	<b>Total Income</b>	<b>598.00</b>	<b>523.09</b>	<b>570.57</b>	<b>2,115.69</b>	<b>2,106.86</b>
<b>2</b>	<b>Expenses</b>					
	(a) Cost of materials consumed	209.08	200.23	180.74	728.59	689.44
	(b) Purchase of stock-in-trade	115.01	100.73	112.90	443.52	471.09
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	17.86	(14.62)	17.63	(7.36)	(29.50)
	(d) Excise duty	-	-	36.83	36.79	138.20
	(e) Employee benefits expense	42.41	41.31	37.13	164.33	145.65
	(f) Finance Cost	3.42	3.72	2.69	12.49	11.59
	(g) Depreciation and amortisation expense	11.23	12.47	11.55	48.47	48.82
	(h) Other expenses	146.39	128.86	125.06	510.11	462.66
	<b>Total Expensees</b>	<b>545.40</b>	<b>472.71</b>	<b>524.54</b>	<b>1,936.94</b>	<b>1,937.94</b>
<b>3</b>	<b>Profit before exceptional items and Tax (1-2)</b>	<b>52.60</b>	<b>50.38</b>	<b>46.04</b>	<b>178.76</b>	<b>168.92</b>
<b>4</b>	<b>Exceptional Items</b>	-	-	-	-	-
<b>5</b>	<b>Profit before Tax (3-4)</b>	<b>52.60</b>	<b>50.38</b>	<b>46.04</b>	<b>178.76</b>	<b>168.92</b>
<b>6</b>	<b>Tax Expense</b>	<b>18.78</b>	<b>17.30</b>	<b>13.83</b>	<b>61.65</b>	<b>50.46</b>
<b>7</b>	<b>Net Profit after Tax (5-6)</b>	<b>33.82</b>	<b>33.08</b>	<b>32.21</b>	<b>117.11</b>	<b>118.45</b>

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## Performance Snapshot (Contd....)

(c#n Crores)

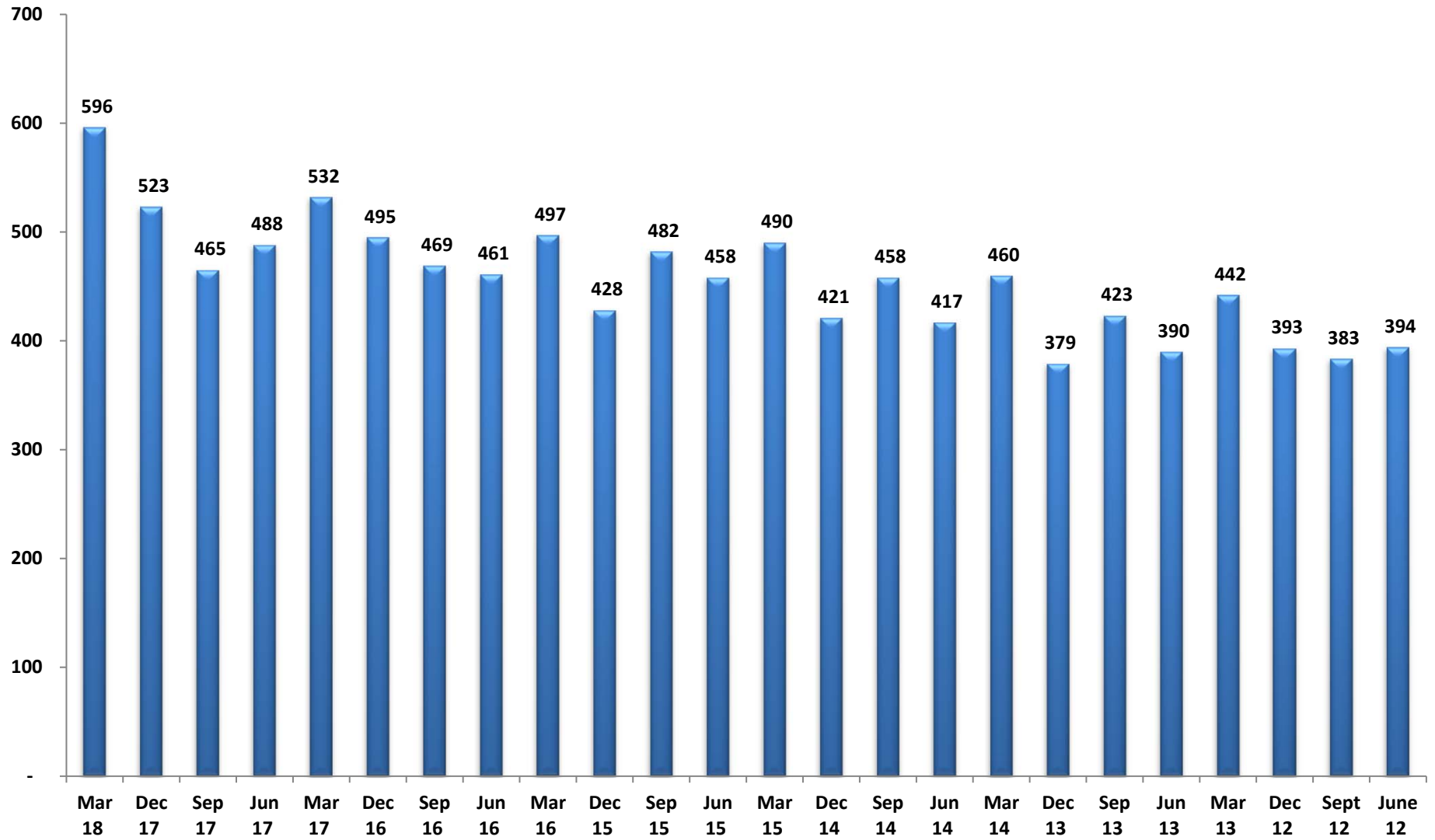
Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2018	Quarter Ended 31/12/2017	Quarter Ended 31/03/2017	Year Ended 31/03/2018	Year Ended 31/03/2017
		Audited (Refer note 5)	Unaudited	Audited (Refer note 5)	Audited	Audited
8	<b>Other Comprehensive Income (net of tax)</b>					
	-Items that will not reclassified to Profit or loss (net of tax)	1.37	0.01	0.18	1.41	0.03
	-Income tax effect on above	(0.47)	(0.00)	(0.01)	(0.49)	(0.01)
	-Items that will be reclassified to Profit or loss (net of tax)	(0.05)	0.05	(0.01)	0.20	(0.07)
	-Income tax effect on above	(0.07)	-	-	(0.07)	-
9	<b>Total Comprehensive Income (net of tax) (7+8)</b>	<b>34.59</b>	<b>33.14</b>	<b>32.37</b>	<b>118.16</b>	<b>118.40</b>
10	<b>Paid-up Equity Share Capital</b>	<b>14.92</b>	<b>14.92</b>	<b>14.92</b>	<b>14.92</b>	<b>14.92</b>
	(Face Value of c 10/- per Share)					
11	<b>Other Equity</b>				<b>782.25</b>	<b>682.21</b>
12	<b>Earnings Per Share (EPS)</b>					
	(a) Basic and diluted EPS before exceptional Item for the period (c)	22.66	22.17	21.59	78.48	79.38
	(b) Basic and diluted EPS after exceptional Item for the period (c)	22.66	22.17	21.59	78.48	79.38

# Segment Wise Revenue, Results & Capital Employed

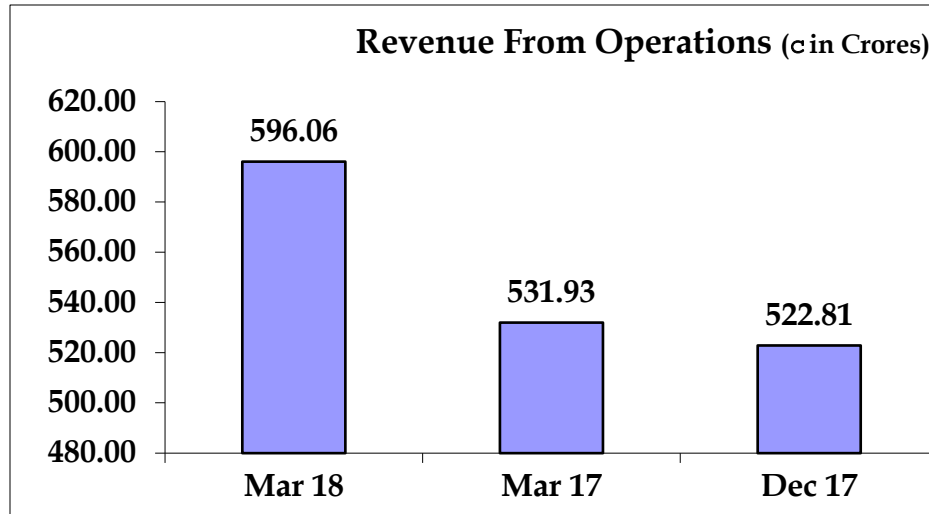
(c#n Crores)

Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2018	Quarter Ended 31/12/2017	Quarter Ended 31/03/2017	Year Ended 31/03/2018	Year Ended 31/03/2017
		Audited (Refer note 5)	Unaudited	Audited (Refer note 5)	Audited	Audited
1	<b>Segment Revenue</b>					
	(a) Plastics	548.40	470.13	514.61	1,910.64	1,884.51
	(b) Lifestyle Furniture, Furnishings & Accessories	49.69	56.11	58.85	214.78	232.94
	<b>Total</b>	<b>598.08</b>	<b>526.23</b>	<b>573.45</b>	<b>2,125.42</b>	<b>2,117.45</b>
	Less: Inter Segment Revenue	2.02	3.42	4.70	17.46	22.61
	<b>Revenue from operations</b>	<b>596.06</b>	<b>522.81</b>	<b>568.75</b>	<b>2,107.96</b>	<b>2,094.85</b>
2	<b>Segment Results</b>					
	(a) Plastics	60.16	52.90	50.52	191.95	176.64
	(b) Lifestyle Furniture, Furnishings & Accessories	(0.48)	3.02	0.46	4.40	3.19
	<b>Total</b>	<b>59.68</b>	<b>55.92</b>	<b>50.98</b>	<b>196.35</b>	<b>179.83</b>
	Less:					
	Interest & Finance Charges (Net)	3.42	3.72	2.69	12.49	11.59
	Other Un-allocable expenditure net of un-allocable income	3.66	1.81	2.25	5.10	(0.68)
	<b>Total Profit before Tax</b>	<b>52.60</b>	<b>50.38</b>	<b>46.04</b>	<b>178.76</b>	<b>168.92</b>
3	<b>Segment Assets</b>					
	(a) Plastics	1,045.21	999.69	900.78	1,045.21	900.78
	(b) Lifestyle Furniture, Furnishings & Accessories	96.14	106.18	95.04	96.14	95.04
	(c) Unallocable	38.07	34.28	37.04	38.07	37.04
4	<b>Segment Liabilities</b>					
	(a) Plastics	234.93	191.80	204.01	234.93	204.01
	(b) Lifestyle Furniture, Furnishings & Accessories	37.92	41.12	38.50	37.92	38.50
	(c) Unallocable	109.39	144.64	93.22	109.39	93.22
5	<b>Capital Employed [Segment Assets - Segment Liabilities]</b>					
	(a) Plastics	810.29	807.90	696.77	810.29	696.77
	(b) Lifestyle Furniture, Furnishings & Accessories	58.21	65.05	56.54	58.21	56.54
	(c) Unallocable	(71.32)	(110.37)	(56.18)	(71.32)	(56.18)

# Quarterly Net Sales (Company)

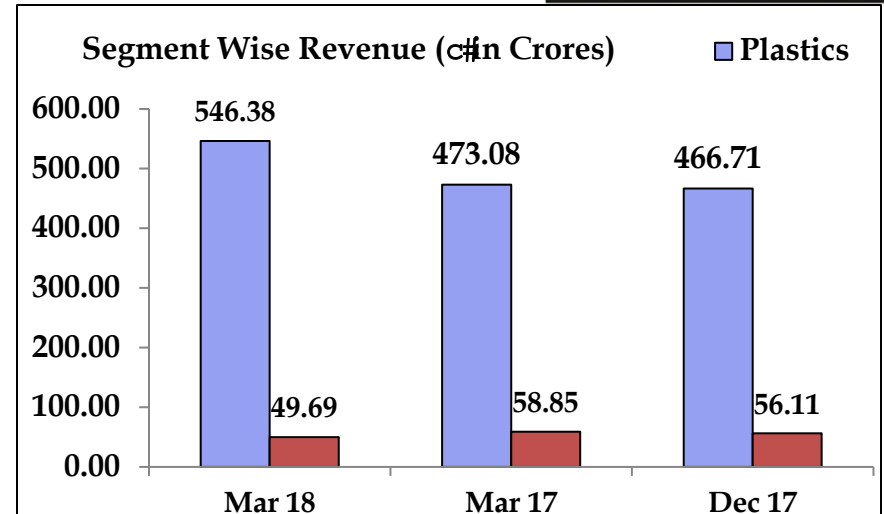


# Performance Snapshot (Quarterly)



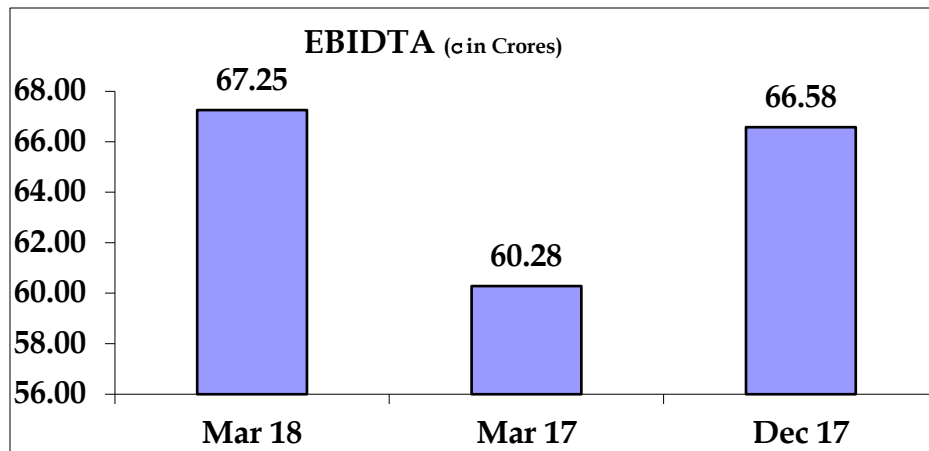
**YoY Growth : 12%**

**QoQ Growth : 14%**



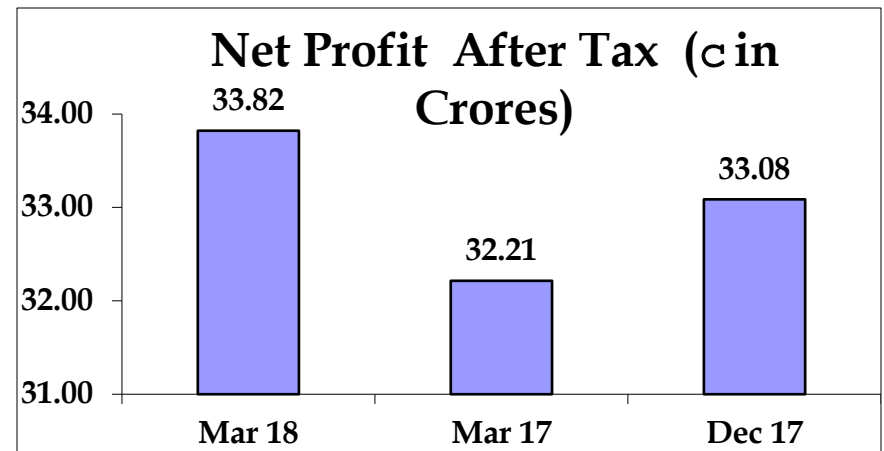
**Plastics: YoY Growth: 15%; QoQ Growth: 17%**

**Retail: YoY De-Growth : (16%); QoQ De-Growth: (11%)**



**YoY Growth : 12%**

**QoQ Growth : 1%**



**YoY Growth : 5%**

**QoQ Growth : 2%**



# Income Statement Summary (Quarterly)

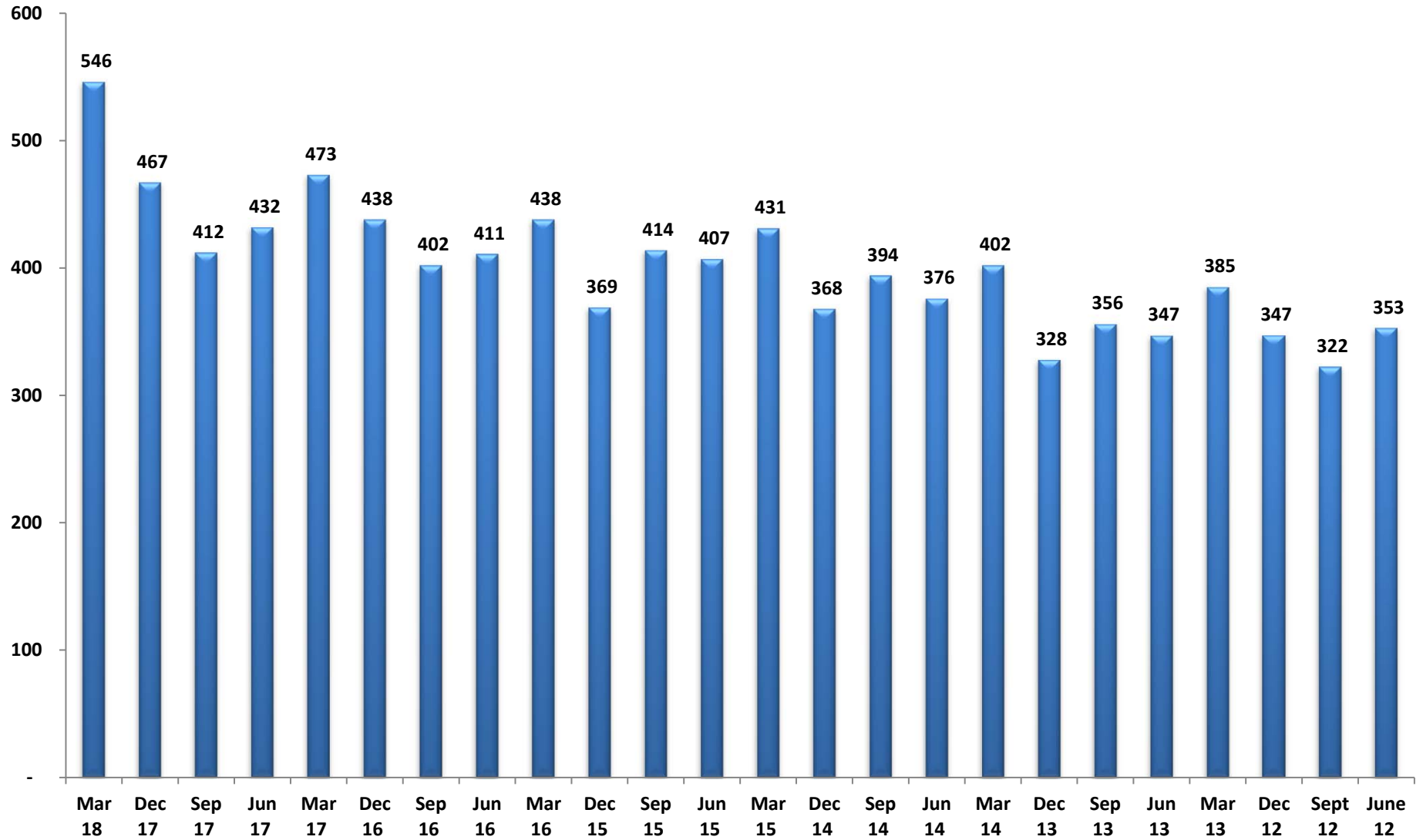
(c in Crores)

Particulars	Quarter ended Mar 18		Quarter ended Mar 17		Quarter ended Dec 17		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 17	Dec 17
<b>Revenues</b>	<b>598.00</b>	<b>100%</b>	<b>533.75</b>	<b>100%</b>	<b>523.09</b>	<b>100%</b>	<b>12%</b>	<b>14%</b>
Material Consumed	341.95	57%	311.27	58%	286.35	55%	(1%)	19%
Employees Cost	42.41	7%	37.13	7%	41.31	8%	14%	3%
Operating expenditure	146.39	24%	125.06	23%	128.86	25%	17%	14%
<b>EBIDTA</b>	<b>67.25</b>	<b>11%</b>	<b>60.28</b>	<b>11%</b>	<b>66.58</b>	<b>13%</b>	<b>12%</b>	<b>1%</b>
Depreciation	11.23	2%	11.55	2%	12.47	2%	-3%	-10%
Interest and Finance Charges	3.42	1%	2.69	1%	3.72	1%	27%	-8%
Profit before Tax	52.60	9%	46.04	9%	50.38	10%	14%	4%
Tax Expense	18.78	3%	13.83	3%	17.30	3%	36%	9%
<b>Net Profit after Tax</b>	<b>33.82</b>	<b>6%</b>	<b>32.21</b>	<b>6%</b>	<b>33.08</b>	<b>6%</b>	<b>5%</b>	<b>2%</b>

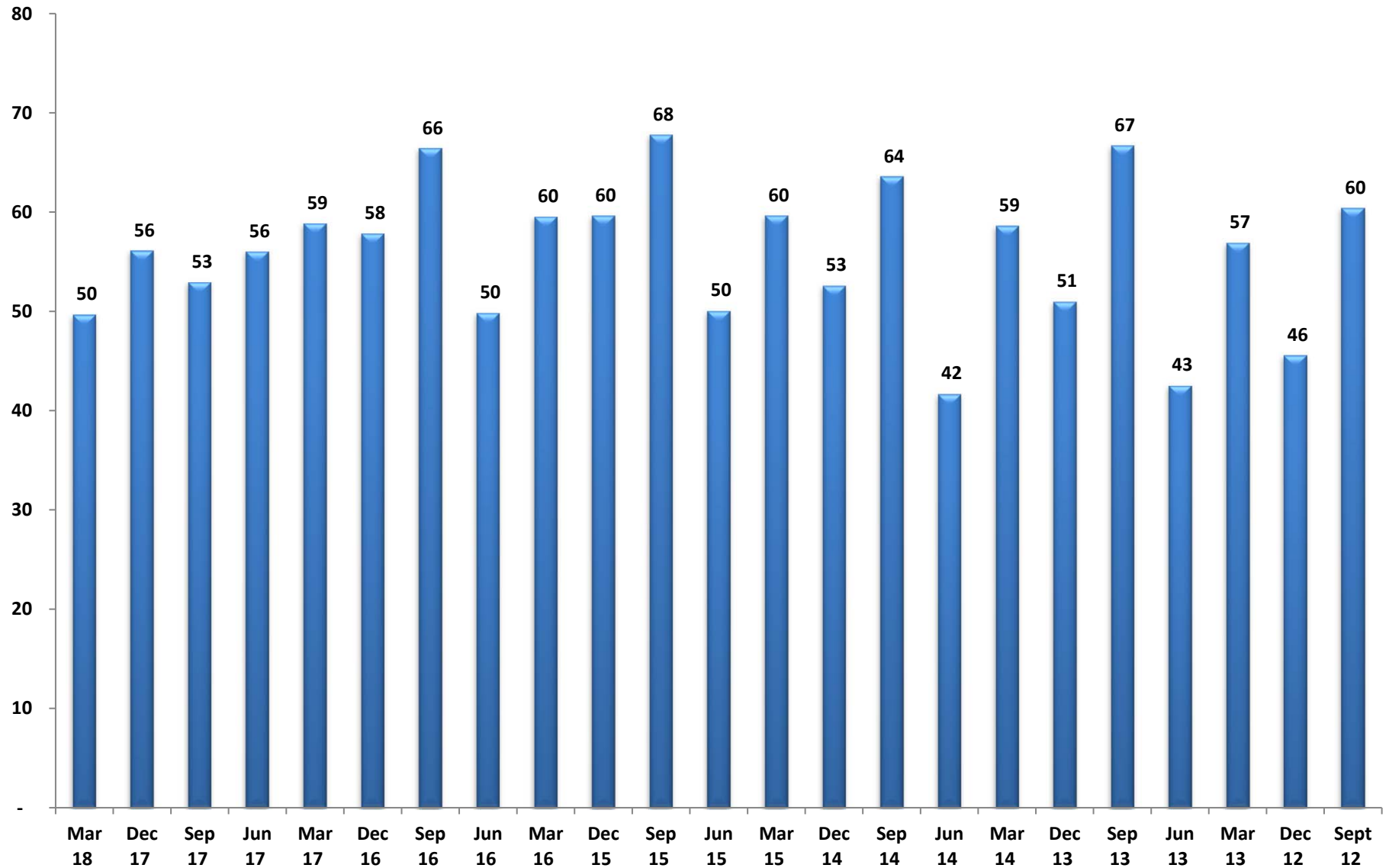


# Business Review

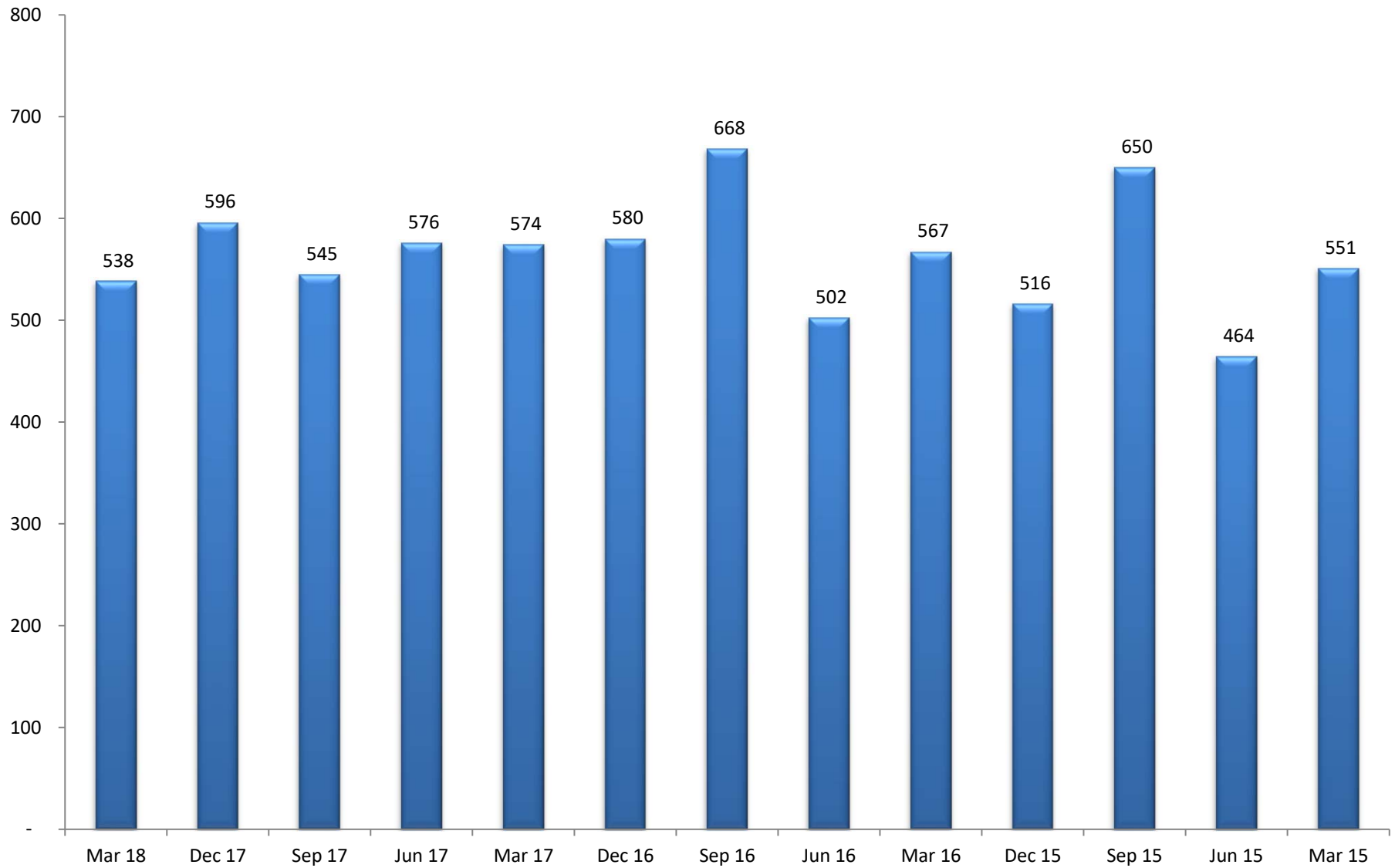
# Plastics - Quarter Wise Sales



# Retail Quarter Wise Sales



# Sales Per Sq. ft. per Quarter





**Thank you**