



# Q4 Results of FY 2018 - 19

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# Highlights

(c#n Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Mar 19	Quarter Ended Mar 18	% of Growth compare to corresponding period of P.Y.	F.Y. 2018-19	F.Y. 2017-18
Turnover - Net	(6.92%)	554.79	596.06	11.25%	2,304.18	2,071.16
EBIDT	(8.40%)	61.60	67.25	(6.50%)	224.12	239.72
Interest	16.53%	3.99	3.42	26.46%	15.80	12.49
Depreciation	15.65%	12.99	11.23	2.42%	49.64	48.47
PBT	(15.16%)	44.62	52.60	(11.23%)	158.68	178.76
PAT	(16.81%)	28.14	33.82	(5.02%)	111.23	117.11

# Performance Snapshot

(c#n Crores)

Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2019	Quarter Ended 31/12/2018	Quarter Ended 31/03/2018	Year Ended 31/03/2019	Year Ended 31/03/2018
		Audited (Refer note 6)	Unaudited	Audited (Refer note 6)	Audited	Audited
<b>1</b>	<b>Income</b>					
	(a) Revenue from Operations (Refer Note 3)	554.79	563.94	596.06	2,304.18	2,107.96
	(b) Other Income	9.00	1.99	1.94	17.09	7.74
	<b>Total Income</b>	<b>563.78</b>	<b>565.93</b>	<b>598.00</b>	<b>2,321.28</b>	<b>2,115.69</b>
<b>2</b>	<b>Expenses</b>					
	(a) Cost of materials consumed	171.29	204.38	209.21	874.41	728.59
	(b) Purchase of stock-in-trade	118.11	138.59	115.01	520.12	443.52
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	34.01	(11.22)	17.73	(36.49)	(7.36)
	(d) Excise duty	-	-	-	-	36.79
	(e) Employee benefits expense	43.90	43.98	42.41	177.88	164.33
	(f) Finance Cost	3.99	4.07	3.42	15.80	12.49
	(g) Depreciation and amortisation expense	12.99	12.42	11.23	49.64	48.47
	(h) Other expenses	134.88	138.04	146.39	561.23	510.11
	<b>Total Expensees</b>	<b>519.16</b>	<b>530.25</b>	<b>545.40</b>	<b>2,162.59</b>	<b>1,936.94</b>
<b>3</b>	<b>Profit before exceptional items and Tax (1-2)</b>	<b>44.62</b>	<b>35.68</b>	<b>52.60</b>	<b>158.68</b>	<b>178.76</b>
<b>4</b>	<b>Exceptional Items</b>	-	-	-	-	-
<b>5</b>	<b>Profit before Tax (3-4)</b>	<b>44.62</b>	<b>35.68</b>	<b>52.60</b>	<b>158.68</b>	<b>178.76</b>
<b>6</b>	<b>Tax Expense</b>	<b>16.49</b>	<b>8.18</b>	<b>18.78</b>	<b>47.46</b>	<b>61.65</b>
<b>7</b>	<b>Net Profit after Tax (5-6)</b>	<b>28.14</b>	<b>27.50</b>	<b>33.82</b>	<b>111.23</b>	<b>117.11</b>

Contd...

## Performance Snapshot (Contd....)

(c#n Crores)

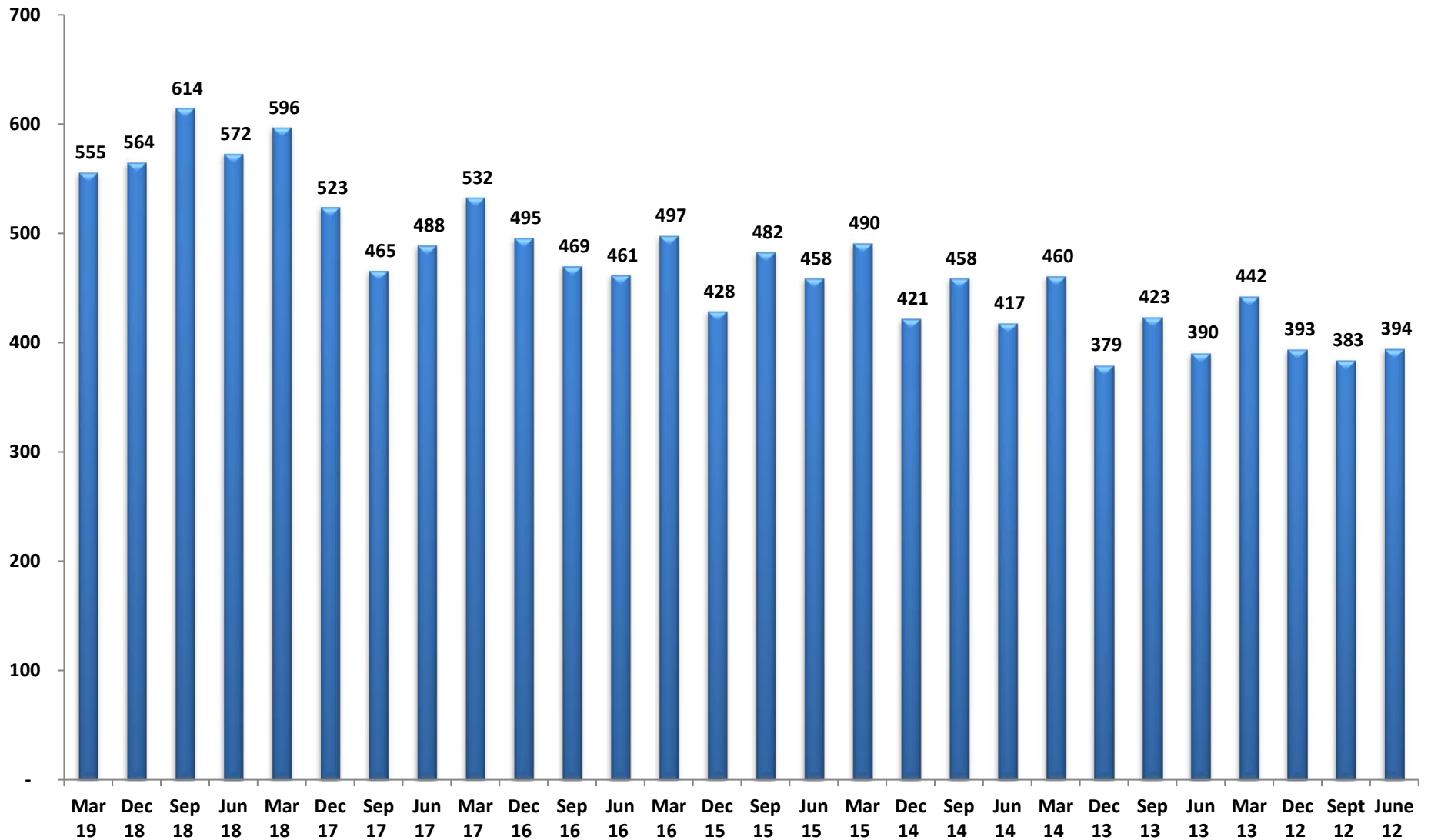
Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2019	Quarter Ended 31/12/2018	Quarter Ended 31/03/2018	Year Ended 31/03/2019	Year Ended 31/03/2018
		Audited (Refer note 6)	Unaudited	Audited (Refer note 6)	Audited	Audited
8	<b>Other Comprehensive Income (net of tax)</b>					
	-Items that will not reclassified to Profit or loss (net of tax)	(1.29)	-	1.37	(0.58)	1.41
	-Income tax effect on above	0.45	-	(0.47)	0.20	(0.49)
	-Items that will be reclassified to Profit or loss (net of tax)	(0.86)	(0.56)	(0.05)	(1.41)	0.20
	-Income tax effect on above	0.30	0.27	(0.07)	0.56	(0.07)
	<b>Total Other Comprehensive Income (net of tax)</b>	<b>(1.40)</b>	<b>(0.30)</b>	<b>0.77</b>	<b>(1.23)</b>	<b>1.05</b>
9	<b>Total Comprehensive Income (net of tax) (7+8)</b>	<b>26.73</b>	<b>27.20</b>	<b>34.59</b>	<b>110.00</b>	<b>118.16</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>				-	782.25
12	<b>Earnings Per Share (EPS)</b>					
	(a) Basic and diluted EPS before exceptional Item for the period (c)	18.86	18.43	22.67	74.54	78.48
	(b) Basic and diluted EPS after exceptional Item for the period (c)	18.86	18.43	22.67	74.54	78.48

# Segment Wise Revenue, Results & Capital Employed

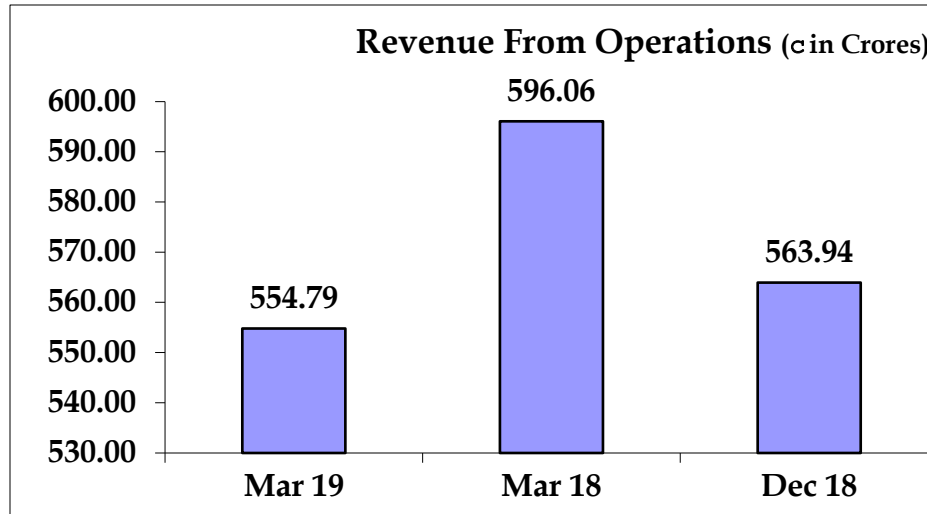
(c#n Crores)

Sr. No	Particulars	Standalone				
		Quarter Ended 31/03/2019	Quarter Ended 31/12/2018	Quarter Ended 31/03/2018	Year Ended 31/03/2019	Year Ended 31/03/2018
		Audited (Refer note 6)	Unaudited	Audited (Refer note 6)	Audited	Audited
1	<b>Segment Revenue</b>					
	(a) <b>Plastics</b>	507.32	506.83	548.40	2,097.32	1,910.64
	(b) <b>Lifestyle Furniture, Furnishings &amp; Accessories</b>	48.23	57.95	49.69	210.89	214.78
	<b>Total</b>	555.55	564.78	598.08	2,308.21	2,125.42
	<b>Less: Inter Segment Revenue</b>	0.76	0.83	2.02	4.03	17.46
	<b>Revenue from operations</b>	554.79	563.94	596.06	2,304.18	2,107.96
2	<b>Segment Results</b>					
	(a) <b>Plastics</b>	50.40	38.84	60.16	174.02	191.95
	(b) <b>Lifestyle Furniture, Furnishings &amp; Accessories</b>	(1.51)	1.70	(0.48)	1.26	4.40
	<b>Total</b>	48.89	40.54	59.68	175.28	196.35
	<b>Less:</b>					
	<b>Interest &amp; Finance Charges (Net)</b>	3.99	4.07	3.42	15.80	12.49
	<b>Other Un-allocable expenditure net of un-allocable income</b>	0.28	0.80	3.66	0.80	5.10
	<b>Total Profit before Tax</b>	44.62	35.68	52.60	158.68	178.76
3	<b>Segment Assets</b>					
	(a) <b>Plastics</b>	1,075.55	1,121.64	1,045.21	1,075.55	1,045.21
	(b) <b>Lifestyle Furniture, Furnishings &amp; Accessories</b>	106.26	114.17	96.14	106.26	96.14
	(c) <b>Unallocable</b>	38.51	35.89	38.07	38.51	38.07
4	<b>Segment Liabilities</b>					
	(a) <b>Plastics</b>	218.56	202.35	234.93	218.56	234.93
	(b) <b>Lifestyle Furniture, Furnishings &amp; Accessories</b>	36.58	43.09	37.92	36.58	37.92
	(c) <b>Unallocable</b>	80.78	168.61	109.39	80.78	109.39
5	<b>Capital Employed [Segment Assets -Segment Liabilities]</b>					
	(a) <b>Plastics</b>	856.98	919.29	810.29	856.98	810.29
	(b) <b>Lifestyle Furniture, Furnishings &amp; Accessories</b>	69.67	71.08	58.21	69.67	58.21
	(c) <b>Unallocable</b>	(42.27)	(132.72)	(71.32)	(42.27)	(71.32)

# Quarterly Net Sales (Company)

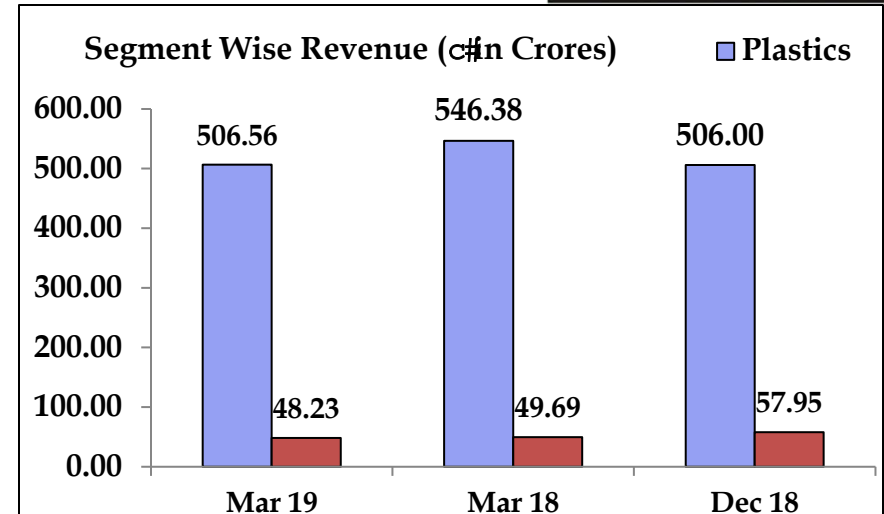


# Performance Snapshot (Quarterly)



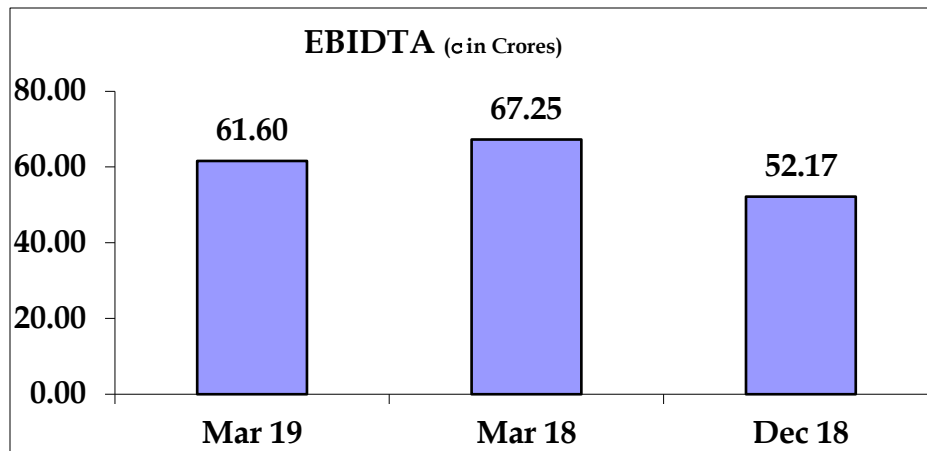
**YoY De-Growth : (7%)**

**QoQ De-Growth : (2%)**



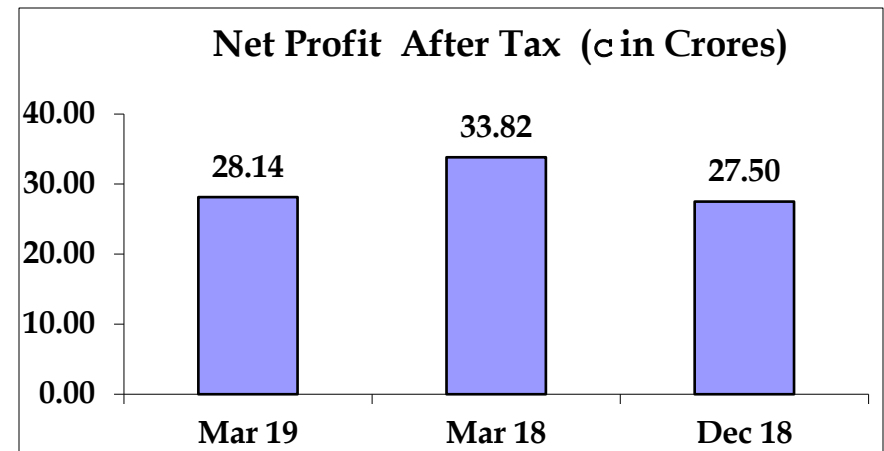
**Plastics: YoY De-Growth: (7%); QoQ Growth: 0%**

**Retail: YoY De-Growth : (3%); QoQ De-Growth: (17%)**



**YoY De-Growth : (8%)**

**QoQ Growth : 18%**



**YoY De-Growth : (17%)**

**QoQ Growth : 2%**



# Income Statement Summary (Quarterly)

(c in Crores)

Particulars	Quarter ended Mar 19		Quarter ended Mar 18		Quarter ended Dec 18		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 18	Dec 18
<b>Revenues</b>	<b>563.78</b>	<b>100%</b>	<b>598.00</b>	<b>100%</b>	<b>565.93</b>	<b>100%</b>	<b>(6%)</b>	<b>0%</b>
Material Consumed	323.40	57%	341.95	57%	331.74	59%	(5%)	(3%)
Employees Cost	43.90	8%	42.41	7%	43.98	8%	4%	0%
Operating expenditure	134.88	24%	146.39	24%	138.04	24%	(8%)	(2%)
<b>EBIDTA</b>	<b>61.60</b>	<b>11%</b>	<b>67.25</b>	<b>11%</b>	<b>52.17</b>	<b>9%</b>	<b>(8%)</b>	<b>18%</b>
Depreciation	12.99	2%	11.23	2%	12.42	2%	16%	5%
Interest and Finance Charges	3.99	1%	3.42	1%	4.07	1%	17%	(2%)
Profit before Tax	44.62	8%	52.60	9%	35.68	6%	(15%)	25%
Tax Expense	16.49	3%	18.78	3%	8.18	1%	(12%)	102%
<b>Net Profit after Tax</b>	<b>28.14</b>	<b>5%</b>	<b>33.82</b>	<b>6%</b>	<b>27.50</b>	<b>5%</b>	<b>(17%)</b>	<b>2%</b>

## Income Statement Summary (Yearly)

(c in Crores)

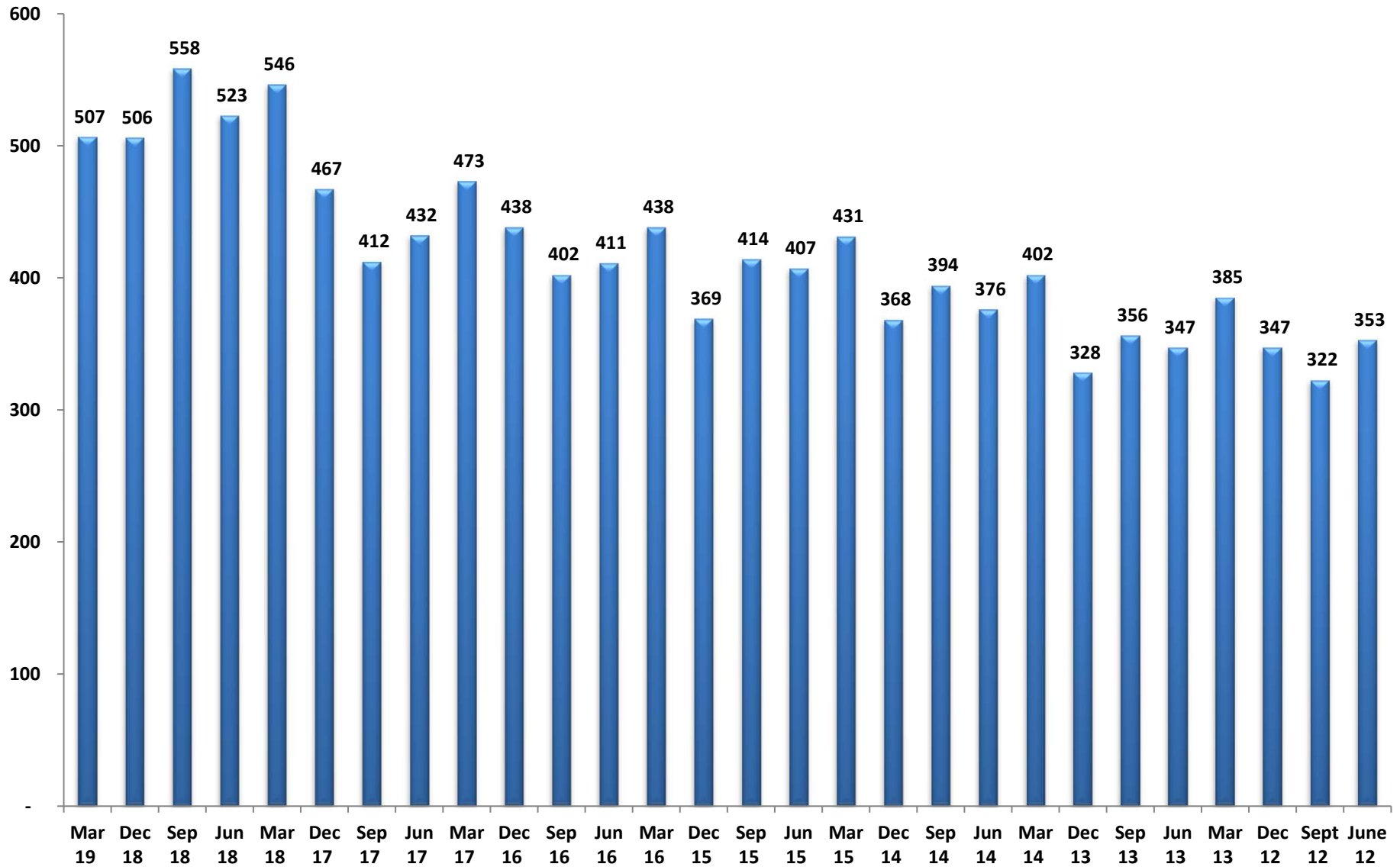
Particulars	F.Y. 2018-19		F.Y. 2017-18		Growth/ (De-Growth)
	Amt	%	Amt	%	
<b>Revenues</b>	<b>2321.28</b>	<b>100%</b>	<b>2078.90</b>	<b>100%</b>	<b>12%</b>
Material Consumed	1358.04	59%	1164.74	56%	17%
Employees Cost	177.88	8%	164.33	8%	8%
Operating expenditure	561.23	24%	510.11	25%	10%
<b>EBIDTA</b>	<b>224.12</b>	<b>10%</b>	<b>239.72</b>	<b>12%</b>	<b>(7%)</b>
Depreciation	49.64	2%	48.47	2%	2%
Interest and Finance Charges	15.80	1%	12.49	1%	26%
Profit before Tax	158.68	7%	178.76	9%	(11%)
Tax Expense	47.46	2%	61.65	3%	(23%)
<b>Net Profit after Tax</b>	<b>111.23</b>	<b>5%</b>	<b>117.11</b>	<b>6%</b>	<b>(5%)</b>



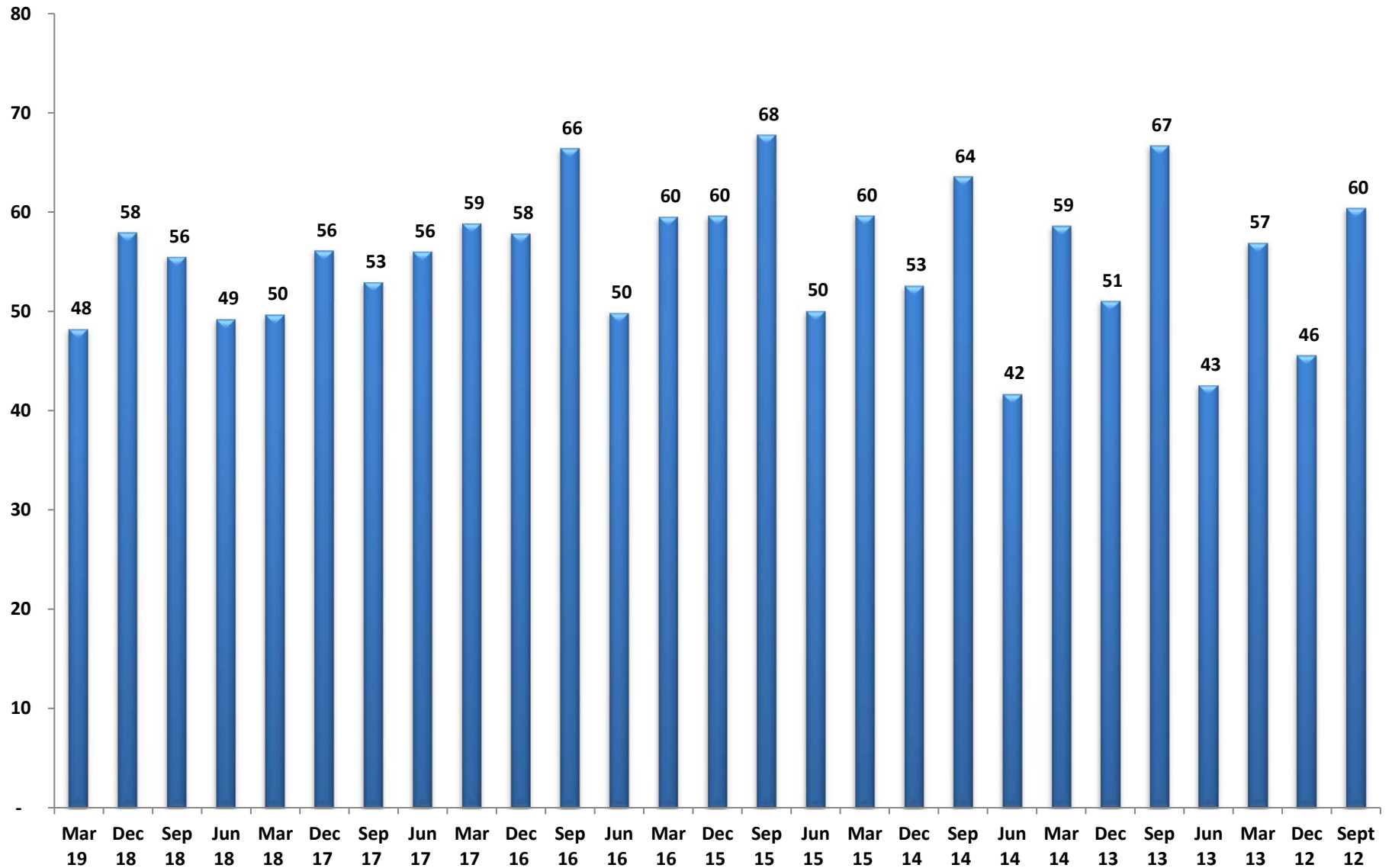
# Business Review

# Plastics - Quarter Wise Sales

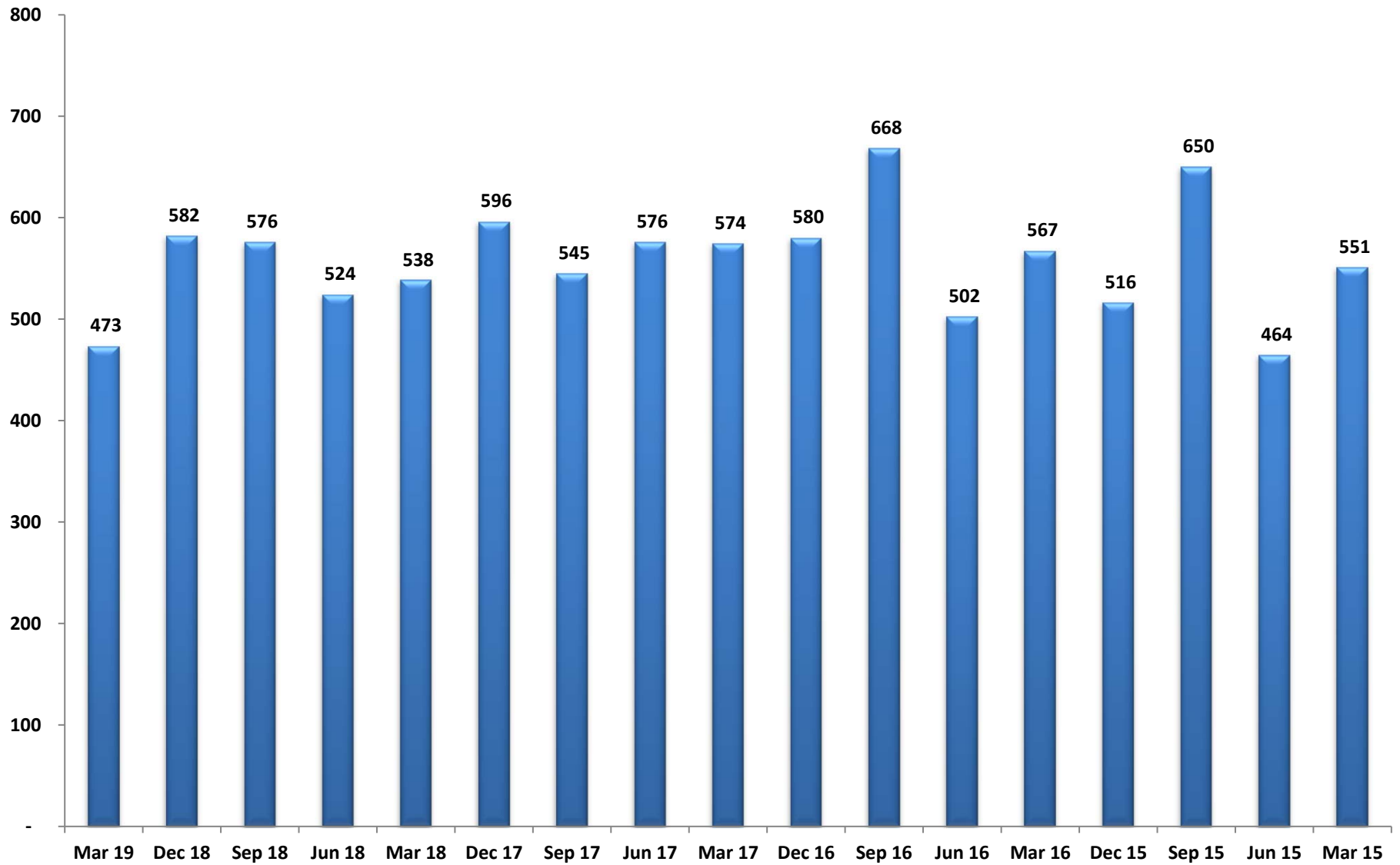
(c in Crores)



# Retail Quarter Wise Sales



# Sales Per Sq. ft. per Quarter





**Thank you**