

# SIX YEARS' PERFORMANCE

|                                 |                | 2016-17 | 2015-16 | 2014-15 | 2013-14 | 2012-13 | 2011-12 |
|---------------------------------|----------------|---------|---------|---------|---------|---------|---------|
| <b>OPERATING</b>                |                |         |         |         |         |         |         |
| Gross Margin                    | %              | 13.56   | 16.29   | 16.43   | 13.45   | 16.31   | 14.67   |
| Pre Tax Margin                  | %              | 2.19    | 2.37    | 3.03    | 0.70    | 12.86   | 11.00   |
| Net Margin                      | %              | 1.26    | 1.39    | 1.56    | 1.37    | 11.93   | 10.05   |
| <b>PERFORMANCE</b>              |                |         |         |         |         |         |         |
| Return on Long Term Assets      | %              | 3.63    | 3.16    | 3.11    | 3.01    | 29.17   | 17.58   |
| Total Assets Turnover           | x              | 1.63    | 1.35    | 1.26    | 1.30    | 1.44    | 1.08    |
| Fixed Assets Turnover           | x              | 2.96    | 2.37    | 2.14    | 2.26    | 2.52    | 1.83    |
| Inventory Turnover              | Days           | 50.25   | 59.13   | 58.34   | 52.80   | 45.36   | 53.41   |
| Return on Equity                | %              | 0.13    | 0.14    | 0.14    | 0.14    | 1.93    | nm      |
| Return on Capital Employed      | %              | 27.76   | 36.36   | 25.86   | 13.65   | 48.03   | 36.36   |
| Retention                       | %              | 58.22   | 100     | 100     | 100     | 100     | 100     |
| <b>LEVERAGE</b>                 |                |         |         |         |         |         |         |
| Debt:Equity                     |                | 68:32   | 68:32   | 67:33   | 71:29   | 82:18   | nm      |
| <b>LIQUIDITY</b>                |                |         |         |         |         |         |         |
| Current                         |                | 0.78    | 0.75    | 1.05    | 1.19    | 1.33    | 1.06    |
| Quick                           |                | 0.42    | 0.39    | 0.56    | 0.70    | 0.82    | 0.67    |
| <b>VALUATION</b>                |                |         |         |         |         |         |         |
| Earning per share (pre tax)     | Rs.            | 4.59    | 3.98    | 4.70    | 1.06    | 21.36   | 13.53   |
| Earning per share (after tax)   | Rs.            | 2.63    | 2.33    | 2.42    | 2.09    | 19.81   | 12.36   |
| Breakup value                   | Rs.            | 20.04   | 17.04   | 17.30   | 15.23   | 10.24   | (11.21) |
| Dividend payout - Cash          | Rs.            | 1.10    | -       | -       | -       | -       | -       |
| Bonus issue                     | %              | -       | -       | -       | -       | -       | -       |
| Payout ratio - Cash (after tax) | %              | 41.78   | -       | -       | -       | -       | -       |
| Price earning ratio             | Rs.            | 18.16   | 8.65    | 7.16    | 5.96    | 0.82    | 0.19    |
| Market price to breakup value   | Rs.            | 2.39    | 1.19    | 1.00    | 0.82    | 1.58    | (0.21)  |
| Dividend yield                  | %              | 3.28    | -       | -       | -       | -       | -       |
| Market value per share          | Rs.            | 47.81   | 20.20   | 17.30   | 12.49   | 16.20   | 2.36    |
| Market capitalization           | Rs. In million | 2,434   | 1,028   | 881     | 636     | 825     | 120     |
| <b>HISTORICAL TRENDS</b>        |                |         |         |         |         |         |         |
| Turnover                        | Rs. In million | 10,656  | 8,551   | 7,906   | 7,772   | 8,452   | 6,262   |
| Gross profit                    | Rs. In million | 1,445   | 1,393   | 1,299   | 1,045   | 1,378   | 919     |
| Profit/(Loss) before tax        | Rs. In million | 234     | 203     | 239     | 54      | 1,087   | 689     |
| Profit/(Loss) after tax         | Rs. In million | 134     | 119     | 123     | 107     | 1,009   | 629     |
| <b>FINANCIAL POSITION</b>       |                |         |         |         |         |         |         |
| Shareholder's funds             | Rs. In million | 1,020   | 867     | 881     | 775     | 521     | (571)   |
| Property Plant and Equipment    | Rs. In million | 3,603   | 3,614   | 3,694   | 3,441   | 3,355   | 3,413   |
| Current assets                  | Rs. In million | 2,842   | 2,592   | 2,326   | 2,445   | 2,403   | 2,243   |
| Current liabilities             | Rs. In million | 3,648   | 3,474   | 2,207   | 2,047   | 1,804   | 2,116   |
| Long term assets                | Rs. In million | 3,696   | 3,761   | 3,951   | 3,542   | 3,457   | 3,580   |
| Long term liabilities           | Rs. In million | 808     | 930     | 2,086   | 2,396   | 2,794   | 3,423   |

# PERFORMANCE OVERVIEW



