

Performance at a glance

₹ in crore

	2016	2015	2014	2013	2012	2011	2010	2009
Results from operations								
Domestic (gross)	334.46	243.28	215.59	201.91	206.41	171.84	174.49	100.76
Exports (gross)	71.27	64.86	52.04	43.96	33.87	19.51	16.18	16.73
Sale of services (energy saver)	3.56	4.66	3.73	9.06	7.46	6.87	4.43	1.19
Other operating income	2.18	2.42	2.53	2.51	1.38	1.18	1.01	1.49
Total gross sales	411.48	315.21	273.90	257.44	249.12	199.39	196.11	120.17
Duties and taxes	50.34	31.91	29.37	28.71	26.24	18.74	19.51	14.88
Net sales	361.13	283.30	244.53	228.73	222.88	180.65	176.6	105.29
Operating profit (EBITDA)	42.89	35.46	30.22	28.46	28.76	25.81	23.63	16.50
Other income	2.80	1.00	0.93	1.39	0.91	0.68	0.52	0.58
Depreciation and amortization	8.32	7.14	7.52	8.67	7.96	6.90	5.24	4.66
Finance cost	13.14	12.34	11.94	11.77	11.59	8.90	7.66	6.30
Profit before tax	24.24	16.97	11.69	9.42	10.12	10.68	11.25	6.12
Profit after tax	17.05	11.98	8.44	7.06	8.19	9.05	8.28	5.35
Dividend pay-out incl tax	2.65	2.44	1.80	1.44	1.43	1.92	1.92	1.93
Balance Sheet								
No of shares (in crore)	1.36	1.03	1.03	1.03	1.03	1.03	1.03	1.03
Face value (in ₹)	10	10	10	10	10	10	10	10
Share capital	13.64	10.28	10.28	10.28	10.28	10.28	10.28	10.28
Reserves & surplus	177.62	96.79	86.42	79.78	74.16	67.82	60.05	53.00
Net worth	191.26	107.07	96.70	90.07	84.45	78.11	70.33	63.28
Secured borrowings	94.38	96.60	74.33	59.32	55.64	56.78	45.24	41.26
Net fixed assets	110.36	83.37	68.38	66.23	62.09	56.22	51.64	44.33
Investments (current and non-current)	17.52	5.66	6.10	5.83	5.70	4.84	4.84	4.84
Current assets	239.39	185.98	156.60	148.50	144.48	120.60	101.45	77.76
Current liabilities	157.61	144.34	124.66	121.32	117.24	95.86	75.87	54.16
Net working capital	81.78	41.64	31.94	27.18	27.24	24.74	25.58	23.61
Performance indicators								
Domestic sales growth (%)	37	13	7	(2)	20	(2)	73	84
Exports sales growth (%)	10	25	18	30	74	21	(3)	(4)
Total gross sales growth (%)	31	15	6	3	25	2	63	64
Export contribution to the sales (%)	18	21	19	18	14	10	8	14
Operating profit margin (%)	12	13	12	12	13	14	13	16
Operating profit growth (%)	21	17	6	(1)	11	9	43	46
Net profit margin (%)	5	4	3	3	4	5	5	5
Net profit growth (%)	42	42	20	(14)	(10)	9	5	14
Earnings per share – Basic (in ₹)	13.54	11.65	8.21	6.87	7.97	8.80	8.05	5.20
Earnings per share – Diluted (in ₹)	12.87	10.79	8.21	6.87	7.97	8.80	8.05	5.20
Book value per share (in ₹)	140.19	104.12	94.04	87.58	82.12	75.95	68.39	61.53
Dividend per cent (%)	16**	15	15	12	12	16	16	16
Dividend per share (in ₹)	1.6	1.5	1.5	1.2	1.2	1.6	1.6	1.6
Dividend pay-out ratio (%)	16	20	21	20	17	21	23	36
Current ratio	1.52	1.29	1.26	1.22	1.23	1.26	2.45	3.06
Debt equity ratio	0.17	0.25	0.14	0.13	0.16	0.14	0.64	0.66
Return on net worth (RoNW) (%)	9	11	9	8	10	12	12	8
Return on capital employed (%)	10	11	11	10	11	11	10	11
Interest coverage ratio (times)	2.85	2.38	1.98	1.80	1.87	2.20	2.47	1.97
Market cap (₹ in crore) as at March 31	287.59	240.43	63.71	55.94	59.39	54.71	113.18	38.56
Price earnings ratio (times)	14	20	8	8	7	6	14	7

** Recommended for FY 2015-16