

Performance Indicators

₹ in Crs

	2017	2016	2015	2014	2013	2012	2011	2010
Financial performance								
Domestic (Gross)	365.25	334.46	243.28	215.59	201.91	206.41	171.84	174.49
Exports (Gross)	73.34	71.27	64.86	52.04	43.96	33.87	19.51	16.18
Sale of services (Energy Saver)	1.51	3.56	4.66	3.73	9.06	7.46	6.87	4.43
Other Operating Income	2.64	2.18	2.42	2.53	2.51	1.38	1.18	1.01
Total Gross Sales	442.75	411.48	315.21	273.90	257.44	249.12	199.39	196.11
Duties and Taxes	58.69	50.34	31.91	29.37	28.71	26.24	18.74	19.51
Net Sales	384.06	361.13	283.30	244.53	228.73	222.88	180.65	176.6
Operating Profit (EBITDA)	42.93	42.89	35.46	30.22	28.46	28.76	25.81	23.63
Other Income	7.20	2.80	1.00	0.93	1.39	0.91	0.68	0.52
Depreciation and Amortization	9.81	8.32	7.14	7.52	8.67	7.96	6.90	5.24
Finance Cost	14.59	13.14	12.34	11.94	11.77	11.59	8.90	7.66
Profit before Tax	25.28	24.24	16.97	11.69	9.42	10.12	10.68	11.25
Profit After Tax	17.09	17.05	11.98	8.44	7.06	8.19	9.05	8.28
Dividend Payout incl Tax	2.76	2.65	2.44	1.80	1.44	1.43	1.92	1.92
Balance Sheet								
Share Capital	14.35	13.64	10.28	10.28	10.28	10.28	10.28	10.28
Reserves & Surplus	207.65	177.62	96.79	86.42	79.78	74.16	67.82	60.05
Net worth	222.00	191.26	107.07	96.70	90.07	84.45	78.11	70.33
Secured Borrowings	105.55	94.38	96.60	74.33	59.32	55.64	56.78	45.24
Net fixed Assets	129.53	110.36	83.37	68.38	66.23	62.09	56.22	51.64
Investments	4.47	17.52	5.66	6.10	5.83	5.70	4.84	4.84
Current Assets	282.56	239.39	185.98	156.60	148.50	144.48	120.60	101.45
Current Liabilities	195.44	157.61	144.34	124.66	121.32	117.24	95.86	75.87
Net working Capital	87.12	81.78	41.64	31.94	27.18	27.24	24.74	25.58
Performance Indicators								
Domestic Sales Growth	9.21%	37.48%	12.84%	6.78%	-2.18%	20.00%	-2.00%	73.00%
Exports Sales Growth	2.90%	9.89%	24.62%	18.39%	29.79%	74.00%	21.00%	-3.00%
Total Gross Sales growth	7.60%	30.54%	15.08%	6.39%	3.34%	25.00%	2.00%	63.00%
Export contribution to the Sales	18.00%	17.57%	21.05%	19.45%	17.88%	14.00%	10.00%	8.00%
Operating Profit Margin	11.17%	11.88%	12.52%	12.36%	12.44%	13.00%	14.00%	13.00%
Operating Profit growth	-0.96%	20.97%	17.33%	6.16%	-1.03%	11.00%	9.00%	43.00%
Net Profit Margin	4.37%	4.68%	4.21%	3.44%	3.07%	4.00%	5.00%	5.00%
Net Profit Growth	0.26%	42.29%	41.90%	19.54%	-13.80%	-10.00%	9.00%	55.00%
Earning per shares - Basic (in ₹)	12.35	13.54	11.65	8.21	6.87	7.97	8.80	8.05
Dilute (in ₹)	11.89	12.87	10.79	8.21	6.87	7.97	8.80	8.05
Book value per share (in ₹)	154.72	140.19	104.12	94.04	87.58	82.12	75.95	68.39
Dividend per cent	16.00%**	16.00%	15.00%	15.00%	12.00%	12.00%	16.00%	16.00%
Dividend per share (in ₹)	1.60**	1.60	1.50	1.50	1.20	1.20	1.60	1.60
Dividend Payout Ratio	15.00%	16.00%	20.00%	21.00%	20.00%	17.00%	21.00%	23.00%
Current Ratio	1.45	1.52	1.29	1.26	1.22	1.23	1.26	2.45
Return on Networth (RoNW)	8.00%	9.00%	11.00%	9.00%	8.00%	10.00%	12.00%	12.00%
Return on Capital Employed	16.60%	17.16%	22.41%	22.00%	21.25%	22.17%	19.90%	20.48%
Interest Coverage Ratio (Times)	2.73	2.85	2.38	1.98	1.80	1.87	2.20	2.47
Debt Equity Ratio	0.13	0.17	0.25	0.14	0.13	0.16	0.14	0.19
Market Cap (₹ in Crs) as at March 31	271.00	287.59	240.43	63.71	55.94	59.39	54.71	113.18
Price Earning Ratio (in Times)	15.00	14.00	20.00	8.00	8.00	7.00	6.00	14.00

***Subject to approval of the shareholders at their forthcoming 32nd Annual General Meeting.