

Comprehensive Financial Summary

₹ in crores

	2018	2017	2016	2015	2014	2013	2012
Results from Operations							
Gross Revenue							
Domestic	373.25	366.76	334.46	243.28	215.59	201.91	206.41
Exports	73.41	72.77	71.27	64.86	52.04	43.96	33.87
Less: Duties and Taxes	10.56*	58.69	50.34	31.91	29.37	28.71	26.24
Revenue from Sale of Products	436.10	380.84	355.39	276.23	238.27	217.16	214.04
Sale of services (Energy Saver)	3.49	1.51	3.56	4.66	3.73	9.06	7.46
Other Operating Income	3.18	2.61	2.18	2.42	2.53	2.51	1.38
Other Income	3.10	5.44	2.80	1.00	0.93	1.39	0.91
Total revenue (Overall)	445.87	390.41	363.94	284.30	245.46	230.12	223.79
Operating Profit (EBITDA)	53.28	44.13	42.89	35.46	30.22	28.46	28.76
Depreciation and Amortisation	10.53	8.89	8.32	7.14	7.52	8.67	7.96
Finance Cost	14.91	14.59	13.14	12.34	11.94	11.77	11.59
Profit Before Tax	30.94	26.09	24.24	16.97	11.69	9.42	10.12
Profit After Tax	20.02	17.34	17.05	11.98	8.44	7.06	8.19
Dividend Payout (including tax)	3.08	2.76	2.65	2.44	1.80	1.44	1.43
Balance Sheet							
Share Capital	15.53**	14.35	13.64	10.28	10.28	10.28	10.28
Reserves & Surplus	255.07	218.21	177.62	96.79	86.42	79.78	74.16
Net Worth	270.60	232.56	191.26	107.07	96.70	90.07	84.45
Secured Borrowings	135.43	114.87	94.38	96.60	74.33	59.32	55.64
Net Fixed Assets	166.32	138.90	110.36	83.37	68.38	66.23	62.09
Investments (Current and Non Current)	3.08	4.67	17.52	5.66	6.10	5.83	5.70
Current Assets	327.59	271.24	239.39	185.98	156.60	148.50	144.48
Current Liabilities	236.56	191.19	157.61	144.34	124.66	121.32	117.24
Net Working Capital	91.03	80.05	81.78	41.64	31.94	27.18	27.24
Performance Indicators							
Domestic Sales Growth	1.77%	9.66%	37.48%	12.84%	6.78%	-2.18%	20%
Exports Sales Growth	0.88%	2.10%	9.89%	24.62%	18.39%	29.79%	74%
Export Contribution to the Sales	17%	19%	20%	23%	22%	20%	16%
Overall Revenue Growth	14%	7%	28%	16%	7%	3%	23%
Operating Profit Margin	12%	11%	12%	13%	12%	12%	13%
Operating Profit Growth	20.74%	2.88%	20.97%	17.33%	6.16%	-1.03%	11%
Net Profit Margin	4.49%	4.44%	4.68%	4.21%	3.44%	3.07%	3.66%
Net Profit Growth	15.46%	1.72%	42.29%	41.90%	19.54%	-13.80%	-10%
Earnings Per Share - Basic (in `)	13.68	12.53	13.54	11.65	8.21	6.87	7.97
Diluted (in `)	13.31	12.11	12.87	10.79	8.21	6.87	7.97
Book Value Per Share (in `)	174.58	162.08	140.19	104.12	94.04	87.58	82.12
Dividend Per Share (in `)	1.6	1.6	1.6	1.5	1.5	1.2	1.2
Dividend Payout Ratio	15%	15%	16%	20%	21%	20%	17%
Market Cap (₹ in crores) as at March 31	293.79	267.23	287.59	240.43	63.71	55.94	59.39
Price Earning Ratio (Times)	14	15	14	20	8	8	7

Note:- * Excise duty upto June 30,2017 | ** Equity and Convertible Preference Share Capital Financial numbers in respect of FY17 & FY18 are given under IND AS

