

Broad financial highlights

(₹ in Crs)

Results from Operations	2019	2018	2017	2016	2015	2014
Domestic	495.35	394.51	380.80	351.60	262.68	226.66
Exports	56.14	52.15	57.79	54.14	45.45	40.98
Total Gross Sales Revenue	551.49	446.66	438.59	405.74	308.13	267.64
Less: Duties and Taxes	0	10.56	58.69	50.35	31.90	29.37
Revenue from Sale of Products	551.49	436.10	379.90	355.39	276.23	238.27
Sale of services (Energy Saver)	1.16	3.49	1.52	3.56	4.66	3.73
Other Operating Income	7.11	3.18	2.64	2.18	2.41	2.53
Net revenue from Operations	559.76	442.77	384.06	361.13	283.30	244.53
Other Income	0.71	3.10	6.75	2.81	1.00	0.93
Total revenue	560.47	445.87	390.81	363.94	284.30	245.46
Operating Profit (EBITDA)	63.64	53.28	42.91	42.89	35.46	30.22
Depreciation and Amortization	12.16	10.53	9.81	8.32	7.14	7.52
Finance Cost	19.88	14.91	14.59	13.14	12.34	11.94
Profit before Tax	32.31	30.94	25.26	24.24	16.97	11.69
Profit After Tax	23.96	20.02	17.09	17.05	11.98	8.44
Dividend Payout incl Tax	3.08	3.07	2.76	2.65	2.44	1.80
Balance Sheets						
Share Capital	15.98	15.53	14.35	13.64	10.28	10.28
Reserves & Surplus	271.01	255.07	207.65	177.62	96.79	86.42
Net worth	286.99	270.60	222.00	191.26	107.07	96.70
Secured Borrowings	139.81	135.43	105.55	94.38	96.60	74.33
Net fixed Assets	182.97	166.32	129.33	110.36	83.37	68.38
Investments (Current and Non- Current)	3.67	3.08	4.47	17.52	5.66	6.10
Current Assets	349.69	327.59	282.56	239.39	185.98	156.60
Current Liabilities	253.99	236.56	195.44	157.61	144.34	124.66
Net working Capital	95.70	91.03	87.12	81.78	41.64	31.94
Performance Indicators						
Domestic Sales Growth	25.56%	3.60%	8.30%	33.85%	15.89%	6.43%
Exports Sales Growth	7.65%	-9.74%	6.75%	19.09%	10.94%	24.51%
Export contribution to the Sales	10.18%	11.96%	15.21%	15.23%	16.46%	17.20%
Operational Revenue growth	26.42%	15.29%	6.35%	27.47%	15.86%	6.91%
Operating Profit Margin	11.37%	12.04%	11.17%	11.88%	12.52%	12.36%
Operating Profit growth	19.44%	24.19%	0.04%	20.97%	17.33%	6.16%
Net Profit Margin	4.27%	4.49%	4.37%	4.68%	4.21%	3.44%
Net Profit Growth	19.68%	17.14%	0.25%	42.29%	41.90%	19.54%
Earning per shares - Basic (in Rs.)	15.21	13.82	12.35	13.54	11.65	8.21
Dilute (in Rs.)	15.10	13.45	11.89	12.87	10.79	8.21
Book value per share (in Rs.)	185.15	174.58	154.72	140.19	104.12	94.04
Dividend per cent	16%	16%	16%	16%	15%	15%
Dividend per share (in Rs.)	1.6	1.6	1.6	1.6	1.5	1.5
Dividend Payout Ratio	13%	15%	15%	16%	20%	21%
Market Cap (Rs. in Crs) as at March 31	189.27	293.79	271.00	287.59	240.43	63.71
Price Earning Ratio (Times)	8	14	15	14	20	8

The numbers for FY19 & FY18 are given under IND AS