



HARRISONS MALAYALAM LIMITED



Investor Presentation 11th August 2015





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Financial Highlights

Q1 2015-16 Vs. Q1 2014-15

- ❖ Revenue lower by 19%
- ❖ Operational loss (EBITDA) lower by Rs.5.08 Crores.
- ❖ Total Loss lower by Rs.4.77 Crores.

Q1 2015-16 Vs. Q4 2014-15

- ❖ Revenue lower by 24%
- ❖ Operational loss (EBITDA) lower by Rs.1.02 Crores.
- ❖ Total Loss lower by Rs.2.66 Crores.



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Key Financials – Q1 FY 2015-16

Details		Q1/15-16	Q4/14-15	Q1/14-15	FY 2014-15
Total Income	(Rs. Crores)	63.60	83.27	78.45	334.36
EBITDA	(Rs. Crores)	(3.29)	(4.31)	(8.37)	(13.67)
PAT	(Rs. Crores)	(8.36)	(11.02)	(13.13)	(35.26)
EPS	(Rs.)	(4.53)	(5.97)	(7.12)	(19.10)
Net Worth	(Rs. Crores)	278.30	286.66	308.79	286.66
Debt	(Rs. Crores)	112.36	112.94	106.34	112.94
Debt-Equity Ratio		0.40	0.39	0.33	0.39
No. of Shares	(No. Crores)	1.85	1.85	1.85	1.85
Book Value	(Rs.)	150.80	155.33	167.32	155.33



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Key Financials – YoY Analysis

Details	Q1/15-16 (Rs. Crores)	Q1/14-15 (Rs. Crores)	Variance %	Remarks
Income	63.60	78.45	-19%	Decline in Rubber Prices & Income from Engg. Division
Changes in FG Inventory	(9.89)	(8.99)	10%	Higher Inventory.
Material Consumption Cost	21.96	33.83	35%	Due to lower Bought Green Leaf/Latex prices
Employee Costs	33.92	36.92	8%	Improvement in Labour Productivity
Other Expenses	20.90	25.06	17%	Cost Reduction Initiatives
EBITDA	(3.29)	(8.37)	61%	
EBITDA %	-5%	-11%		
Finance Cost	3.65	3.29	-11%	Additional loan & higher utilisation of the working capital limits.
Depreciation	1.42	1.47	3%	
PBT	(8.36)	(13.13)	36%	



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Key Financials – QoQ Analysis

Details	Q1/15-16 (Rs. Crores)	Q4/14-15 (Rs. Crores)	Variance %	Remarks
Income	63.60	83.27	-24%	Decline in Rubber Prices & Income from Engineering Income.
Changes in FG Inventory	(9.89)	8.05		Higher Inventory.
Material Consumption Cost	21.96	27.76	21%	Due to lower Bought Green Leaf/Rubber Latex prices.
Employee Costs	33.92	31.34	-8%	Slightly higher deployment of mandays in Q1 compared to Q4 last year.
Other Expenses	20.90	20.43	-2%	
EBITDA	(3.29)	(4.31)	24%	
EBITDA %	-5%	-5%		
Finance Cost	3.65	3.98	8%	Reduction in interest rates and repayment of loans.
Depreciation	1.42	2.73	48%	
PBT	(8.36)	(11.02)	24%	



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End of Presentation