



**Apar Industries Ltd.**  
**Q4 & FY18 Earnings Presentation**

# Safe Harbor

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*This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Apar Industries Ltd., its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in Apar Industries Ltd.(Apar), the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.*

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# FY18 revenue up 20% YoY

**Revenue**  
(In Rs crore)

**5,823**

Up 20% YoY

**EBITDA**  
(In Rs crore)

**412**

EBITDA Margin at 7.1%

**PAT**  
(In Rs crore)

**145**

PAT Margin at 2.5%

**ROE**

**13%**

**D/E**

**0.3**

## Conductors: Revenue up 14%



- Production & sale volumes at record highs in Q4; Overall volumes up 5% at 1,66,622MT in FY18 as uncertainties wrt GST settled in second half of the year
- Exports share at 48%, up from 39% in FY17
- HEC Revenue contribution up at 14% from 11% in FY17
- Order inflow up 11% YoY at Rs 2,327 crore in FY18, order book at Rs 1,209 crore as on March 2018
- Molten metal sourcing agreement signed with Hindalco – will help reduce cost of manufacture
- EBITDA per MT, post forex adjustment, down 34% YoY due to raw material prices, increased domestic competition

## Speciality Oil delivers record-level volumes



- Revenue up 27% YoY on account of record sales in transformer oil, white oil, industrial oil and automotive oils
- Volumes up 10% to reach an all time high of 3,88,513 KL in FY18
- Hamriyah plant crossed 50,000 KL in its first year of operations
- Auto Lubes see volume growth of 34%, driven by OEM sales and increased demand in the B2C segment
- EBITDA per KL post forex adjustment higher in Q4 but lower for the year by 11% due to GST led disruption and initial cost of setting up the Sharjah plant

## Cables move ahead on a profitable growth path



- Revenue increased by robust 29% crossing Rs 1,000 crore on volume growth in power cables, solar cables, railways and defence.
- Successfully completed Capex on HT cables, planning consolidation and expansion of OFC and LT cables in Khatalwad plant.
- EBITDA margin (post adj\*) up 100 bps at 9.6% led by economies of scale and better product mix in speciality cables.

# Strong growth ahead with planned investment by the Government

- **Rs 35,000 crore capex plan for railways:** Government planning to overhaul the railway's electric infrastructure (over 67,000 ckm) over a five-year period as it plans to reduce the dependence on diesel locomotives
- **Rs 16,000 crore Saubhagya scheme** for household electrification, households across the country with no access to electricity, will be given free power connections. Scheme to improve energy demand and benefit the capital goods industry
- **Deen Dayal Upadhyaya Gram Jyoti Yojana (Rs 75,893 crore), Integrated Power Development Scheme (Rs 65,424 crore)** etc. Under DDUGJY, projects with total cost of Rs 42,565 crore have been sanctioned while in IPDS projects worth Rs 26,910 crore have been sanctioned till now
- In 2018 budget, **Solar power has been allocated Rs 2,045 crore**, 54% of the total allocation of Rs 3,762 crore for grid interactive renewable energy schemes and projects
- **UDAY added 32 States / UTs till March 2018:** UDAY scheme successfully added 32 states and UTs, aims at permanent resolution of DISCOMs issues, which are the weakest link in providing '24X7 Power for All'

## Huge potential under 13<sup>th</sup> FYP - Overachieved targets in first year

| System Type                                     | End of 10th plan | End of 11th plan | End of 12th plan (T) | End of 13th plan (T) | Expected Addition | As on Mar'18 |
|-------------------------------------------------|------------------|------------------|----------------------|----------------------|-------------------|--------------|
| AC transmission Lines(In C Kms)                 | 1,92,535         | 2,48,049         | 3,48,049             | 4,50,700             | 1,02,651          | 3,75,414     |
| HVDC (In C Kms)                                 | 5,872            | 9,432            | 16,872               | 19,815               | 2,943             | 15,556       |
| Total (In C Kms)                                | 1,98,407         | 2,57,481         | 3,64,921             | 4,70,515             | 1,05,594          | 3,90,970     |
| AC Substations Transformation Capacity (In MVA) | 2,49,439         | 3,99,801         | 6,69,801             | 9,79,637             | 3,09,836          | 8,04,458     |
| HVDC (In MVA)                                   | 8,200            | 9,750            | 22,500               | 30,500               | 8,000             | 22,500       |
| Total (In MVA)                                  | 2,57,639         | 4,09,551         | 6,92,301             | 10,10,137            | 3,17,836          | 8,26,958     |
| Inter-regional transmission Capacity (In MW)    | 14,050           | 27,750           | 65,550               | 1,18,050             | 52,500            | 86,450       |

Source: CEA Website

## T&D Orders received in FY18 up 20% YoY

| Companies         | FY17-18 (Rs. crore.) |
|-------------------|----------------------|
| Larsen & Toubro   | 21,598               |
| KEC International | 10,526               |
| Sterlite power    | 5,138                |
| KTPL              | 4,104                |
| Skipper           | 525                  |
| ABB               | 312                  |
| Others            | 333                  |
| <b>Total</b>      | <b>42,536</b>        |

Source: BSE Website

## Section 1

### ***Financial Performance***

**Business performance FY18**

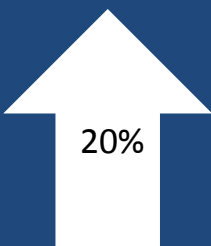
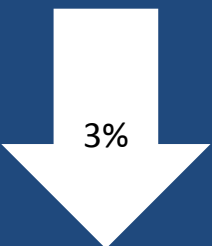
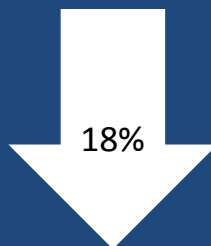
**Business performance Q4FY18**

**Company Overview**

**Annexure**

# FY18: Strong growth in revenue of 20% ( YoY)

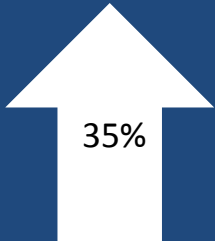
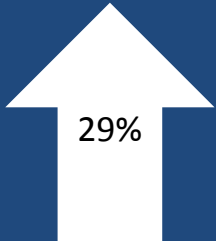
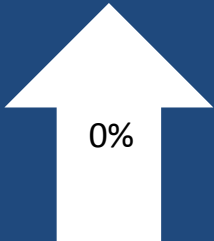
Figures in Rs crore

| Consolidated | Revenue                                                                           | EBITDA (Margin %)                                                                   | PAT (Margin %)                                                                      |
|--------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| <b>FY18</b>  | 5,823                                                                             | 412 (7.1%)                                                                          | 145 (2.5%)                                                                          |
|              |  |  |  |
| <b>FY17</b>  | 4,840                                                                             | 425 (8.8%)                                                                          | 176 (3.6%)                                                                          |

- Revenue up 20% YoY to reach Rs 5,823 crore driven by strong growth in all segments : Conductors ( 14%) Speciality Oil ( 27% ) and Cables ( 29%)
  - Exports contribution up at 36% vs 31% in FY17
- EBITDA Margin declined to 7.1% from 8.8% in FY17 due to rise in raw material prices and transient impact of GST
- Major Capex programs completed to reposition company favourably post GST implementation – Conductor plant transition to Jharsuguda, molten metal rod plant in Lapanga, HT expansion in Umbergaon, LT consolidation in progress at Khatalwad, Oil plant in Hamariyah successfully operational, Copper conductors for railways and OPGW approved.

# Q4FY18: Revenues up 35%, EBITDA up 29%

Figures in Rs crore

| Consolidated | Revenue                                                                           | EBITDA (Margin %)                                                                   | PAT (Margin %)                                                                      |
|--------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Q4 FY18      | 1,769                                                                             | 127 (7.2%)                                                                          | 40 (2.3%)                                                                           |
|              |  |  |  |
| Q4 FY17      | 1,308                                                                             | 99 (7.6%)                                                                           | 40 (3.0%)                                                                           |

- Revenue increased by 35% YoY to reach Rs 1,769 crore in Q4FY18 driven by high growth in all the sectors Conductors (53%) , Speciality Oil (36%) and Cable (20%)
  - Exports contribution up at 34% vs 29% in Q4FY17
- EBITDA increased 29% YoY to reach Rs 127 crore in Q4FY18; margins declined due to increase in raw material prices in the Conductors and Oil segment though the effect was offset to an extent by the Cables business
- Higher Interest costs due to increase in Libor interest rate & higher blockage of working capital on account of GST in Export business. The steps are being taken to unlock this blockage through duty refunds.

## Section 2

Financial Performance

***Business performance FY18***

Business performance Q4FY18

Company Overview

Annexure

# Revenue from Conductors up 14% (YoY)

Consolidated Figures in Rs crore

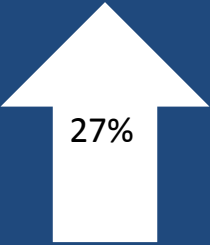
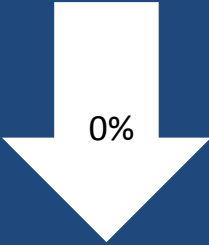
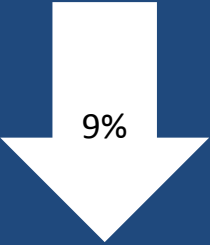
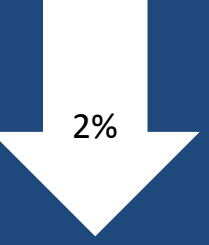
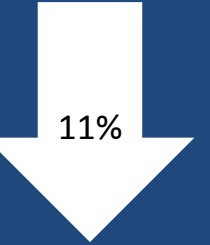
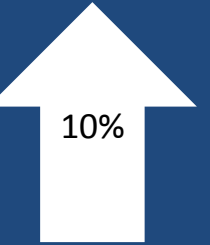
|      | Revenue | EBITDA<br>(Margin %) | EBITDA per MT<br>(Rs per MT) | EBITDA<br>(post adj*) | EBITDA post adj*<br>(Rs per MT) | Volume (MT) |
|------|---------|----------------------|------------------------------|-----------------------|---------------------------------|-------------|
| FY18 | 2,567   | 147 (5.7%)           | 8,818                        | 130 (5.1%)            | 7,831                           | 1,66,622    |
|      | 14%     | 24%                  | 28%                          | 31%                   | 34%                             | 5%          |
| FY17 | 2,251   | 194 (8.6%)           | 12,204                       | 189 (8.4%)            | 11,882                          | 1,58,835    |

\* After adjusting open period forex

- Revenue increased 14% YoY to reach Rs 2,567 crore in FY18 due to strong growth in H2 that offset lower growth in H1 due to bottleneck caused by GST
  - HEC contribution up at 14% from 11% in FY17 but lower than expected
  - Export share up at 45% vs 30% in FY17
- EBITDA / MT, post FX, down 34% YoY due to raw material prices and impact of GST & higher domestic competition
- In FY19 the HEC business is expected to pick up, and new business of Copper conductors for Railways is expected to start
- Molten metal sourcing agreement signed with Hindalco – will help reduce cost of manufacture
- Shifted capacity of 50,000 MT from Silvassa to Jharsuguda ( total 80,000 MT) in FY18 to avail cost and logistic benefits
- Order book stands at Rs 1,209 crore with 47% export orders as on March 2018
  - Order inflow of Rs 2,327 crore (49% exports) during the year, up 11% YoY

# Revenue from Specialty Oil up 27 % ( YoY) : delivers highest annual volumes

Consolidated Figures in Rs crore

|             | Revenue                                                                                           | EBITDA<br>(Margin %)                                                                                  | EBITDA<br>(Rs per KL)                                                                             | EBITDA<br>(post adj*)                                                                                   | EBITDA post<br>adj* (Rs per KL)                                                                     | Volume (KL)                                                                                            |
|-------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| <b>FY18</b> | 2,162<br><br>27% | 178 (8.2%)<br><br>0% | 4,571<br><br>9% | 171 (7.9%)<br><br>2% | 4,399<br><br>11% | 3,88,513<br><br>10% |
| <b>FY17</b> | 1,699                                                                                             | 178 (10.5%)                                                                                           | 5,043                                                                                             | 174 (10.2%)                                                                                             | 4,931                                                                                               | 3,52,655                                                                                               |

\* After adjusting open period forex

- Revenue increased 27% YoY to reach Rs 2,162 crore from Rs 1,699 crore in FY17 driven by record sales in transformer oil, white oil, industrial oil and automotive oils
  - Exports contribution up at 37% vs 33% in FY17
  - Hamriyah (Sharjah) plant crossed 50,000 KL in its first year of operations (equivalent to 15% of total volumes)
- Oil segment reported volume growth of 10% to reach 3,88,513 KL in FY18 driven by growth in auto oil (34%), white oil (11%) and transformer oil (8%)
- EBITDA per KL, post forex adjustment, down 11% to Rs 4,399 compared to Rs 4,931 in FY17 due to aggressive pricing in both domestic and export markets, GST led disruption and initial cost of setting up the Sharjah plant
- Company has won new business to supply all the major HVDC projects with transformer oil in FY19 & FY20.

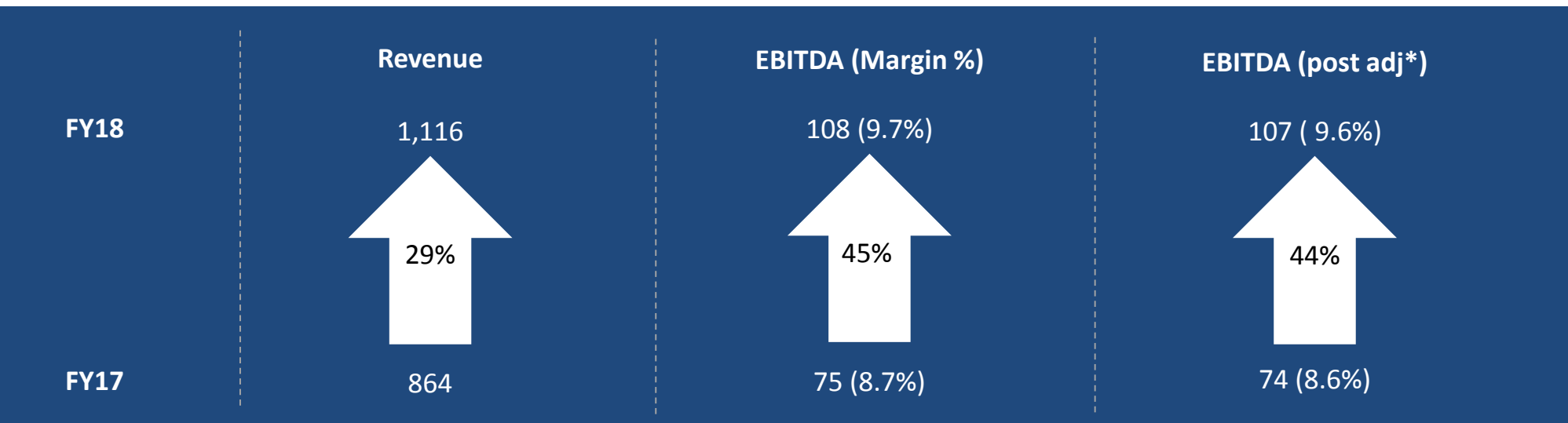
# Automotive segment delivers record-level volumes



- Automotive segment delivered sales volume of 33,338 KL in FY18, 34% higher than FY17
- This was driven by signing new OEM accounts and growth in B2C segment which Apar caters to via its network of 450 distributors and 15,000 stockists across India
- Volume share of high margin auto oil increased to 9% in FY18 vs 7% in FY17

# Revenue from Cable Business grow 29 % ( YoY) while EBDITA grow 44%

Consolidated Figures in Rs crore



\* After adjusting open period forex

- Revenue increased 29% YoY to reach Rs 1,116 crore driven by high demand from solar sector
  - Strong growth in sub segments, power cables up 68% and optical fibre cables grew by 18%. Elastomeric business was subdued due to slowdown in Wind Mill segment which offset the growth in Elasto Solar, Railways & Defence cable business
  - New Business of Medium Voltage Covered Conductor has been initiated which should grow over the years.
- EBITDA Margin, post forex adjustment, up by 100 bps to reach 9.6%
- Future growth prospects remain strong from Railways, Defence, Solar and MVCC cable segments.

## Section 3

Financial Performance

Business performance FY18

***Business performance Q4FY18***

Company Overview

Annexure

# Revenue from Conductor Business up 53% ( YoY), record highs in volumes

Consolidated Figures in Rs crore

|         | Revenue | EBITDA<br>(Margin %) | EBITDA per MT<br>(Rs per MT) | EBITDA<br>(post adj*) | EBITDA post adj*<br>(Rs per MT) | Volume (MT) |
|---------|---------|----------------------|------------------------------|-----------------------|---------------------------------|-------------|
| Q4 FY18 | 894     | 43 (4.8%)            | 7,621                        | 32 (3.6%)             | 5,732                           | 56,538      |
|         | ↑ 53%   | ↓ 7%                 | ↓ 33%                        | ↓ 30%                 | ↓ 50%                           | ↑ 38%       |
| Q4 FY17 | 585     | 46 (7.9%)            | 11,292                       | 47 (8.0%)             | 11,390                          | 40,831      |

\* After adjusting open period forex

- Revenue growth at 53% YoY to reach Rs 894 crore driven by high volume growth at 38%. Production and sales volumes at record highs in the quarter.
- EBITDA per MT, post forex adjustment, down 50% YoY due to increased cost of steel & aluminium and tariff based competitive bidding system
- Going forward cost benefits at Jharsuguda plant and a better revenue mix led by rising share of HEC conductors will lead to improvement in margins
- Fresh order inflow of Rs 691 crore in the quarter
- RDSO approval received for the copper conductors in Railways which can be a good avenue for growth

# Specialty Oil delivers high revenue growth of 36% ( YoY)

Consolidated Figures in Rs crore

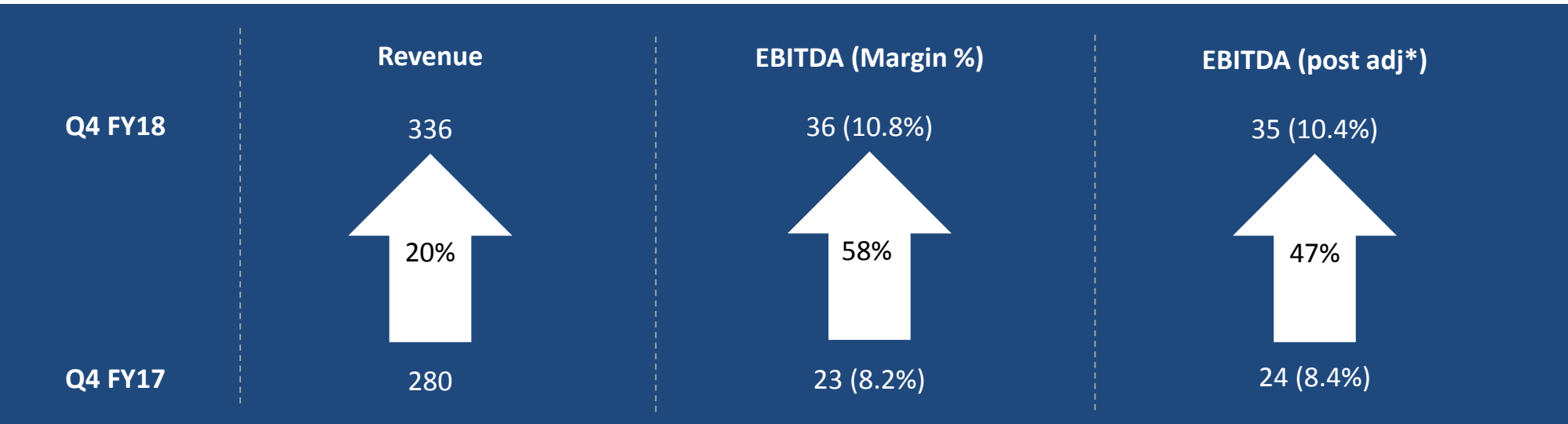
|         | Revenue | EBITDA<br>(Margin %) | EBITDA<br>(Rs per KL) | EBITDA<br>(post adj*) | EBITDA post<br>adj* (Rs per KL) | Volume (KL) |
|---------|---------|----------------------|-----------------------|-----------------------|---------------------------------|-------------|
| Q4 FY18 | 591     | 55 (9.3%)            | 6,042                 | 48 (8.1%)             | 5,280                           | 90,827      |
|         | 36%     | 43%                  | 43%                   | 20%                   | 19%                             | 0%          |
| Q4 FY17 | 435     | 38 (8.8%)            | 4,235                 | 40 (9.2%)             | 4,421                           | 90,729      |

\* After adjusting open period forex

- Revenue increased 36% in Q4FY18 YoY to reach Rs 591 crore vs Rs 435 crore in Q4FY17 driven by automotive oil up 49% (YoY), industrial process oil up 39% (YoY), industrial lubricants up 20% YoY and transformer oil up 7% (YoY)
- EBITDA per KL, post forex adjustment, up 19% to Rs 5,280 compared to Rs 4,421 in Q4FY17 due to increase in price and better product mix (auto oil volume contribution increased to 10% in Q4FY18 vs 7% in Q4FY17)

# Revenue from Cable business up 20 % ( YoY), EBDITA up 47 %

Consolidated Figures in Rs crore



\* After adjusting open period forex

- Revenue increased 20% YoY to reach Rs 336 in Q4FY18
  - Power cable business improved considerably due to strategic positioning in Renewable sectors (Solar)
  - Elasto Solar, Railways & Defence cable business also picked up
- EBITDA Margin, post forex adjustment, up by 200 bps driven by reduction in costs and other operational efficiencies

## Section 4

**Financial Performance**

**Business performance FY18**

**Business performance Q4FY18**

***Company Overview***

**Annexure**

# Apar Industries at A Glance

**4th largest** transformer oil manufacturer



*Conductors*

**Among top 3** conductors manufacturer in the world



*Transformer & Sp Oil*

One of **Leading** Cable Manufacturer, **largest** for Renewable Sector Cables



*Auto Lubes*



*Cables*

Diversified Portfolio includes **over 400 types** of specialty & automotive oils; **largest range** of conventional & new generation conductors and a comprehensive range of power & telecommunication cables

**Pioneer** in adoption of new technologies & development of value added products. Increasing contribution from higher value added products i.e. High Efficiency Conductor (14%)

Multi-year relationships with Indian and global majors. **Exports to 100 countries**; Strategically located plants

Strong Alliances like with **global energy leader ENI S.P.A Italy** and with **CTC Global (USA)** for manufacture of new generation carbon composite conductors

Delivering Strong Financial Performance: **6% 5 year CAGR in EBITDA, Volumes grew across segments**

# With established presence across diverse businesses

## Conductors Since 1958



**23% market share**

**44% Revenue Contribution**

Total Capacity: 180,000 MT

## Specialty Oils Since 1969



**Transformer oil 45% market share**

**37% revenue contribution**

Total Capacity: 5,42,000KL

## Cables Since 2008



**Acquired Uniflex in 2008**

**Grew sales from Rs 129 crore to Rs 1,116 crore in FY18**

**19% revenue contribution**

## Auto Lubes Since 2007



**Licensing Agreement with ENI, Italy for ENI brand**

**Successful national rollout**

**Registered sales of**

**Rs 291 crore in FY18**

**5% revenue contribution**

# Capacity increase to fuel future growth. . .

Strategic investments of Rs 660+ crore since FY13 which can manufacture the new higher value added products.

## Conductors - Rs 267 crore



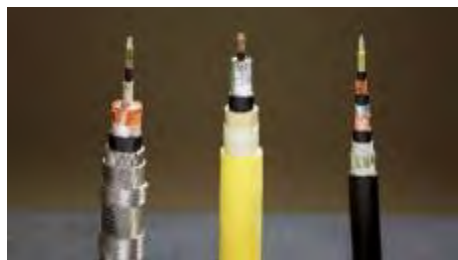
- Commissioned Jharsuguda (Odisha) plant with 30,000 MT capacity in Sep'16.
  - Proximity to smelters, for logistical benefits.
  - To tap into increasing generation capacity in eastern India.
  - Fungible capacity for manufacturing of High Efficiency & Conventional conductors.
- Commenced production in aluminium rod making & melting facility at Lapanga (Orissa)
- Setup green field Athola plant with fungible capacity for manufacturing of High Temp Conductors.

## Oils - Rs 181 crore



- Port based Hamriyah (Sharjah) plant became operational in Jan'17.
  - Proximity to customers in Middle East and East Africa.
  - Opens new avenues for bulk exports.
- Expanded T-Oils capacity and range (including 765KV & 800KV HVDC), doubled Industrial and Automotive blending and automated packing capacity and established a new R&D facility at Rabale.

## Cables – Rs 220 crore



- Capex focused around investment in power cables to manufacture high-voltage cables using the latest CCV technology is completed in Q3FY18.
- Setup green field Khatalwad plant for E-beam Elastomeric Cables, OFC Cables & other products.
- Doubled Optical fibre and Elastomeric cables capacity in FY14.
- Expansion & de-bottlenecking of HT/LT Cables capacity at Umbergaon plant.

# Competitive strengths

## Market Leader in key segments

- Top 3 producer in conductors and Sp Oil in the world.
- 60% market share in power transformer oil and 40% in distribution transformer oil in India.
- Among largest bare overhead aluminum conductor manufacturers in India, market share of 23%.

## Best in class technology & diversified products

- Technology tie up with CTC-Global, USA for ACCC conductors
- Pioneer in Aluminum alloy rod and conductors in India
- Manufactures over 400 different types of Specialty Oils
- Launched India's most advanced E-beam facility; will help make superior cables
- Among first to test successfully 765KV & 800KV conductors in India
- Best in class in-house R&D center and NABL accredited QC labs

## Strong relationships with large clientele

- Preferred supplier to over 80% of its Speciality oil customers in India.
- Product & plant approvals from many large clients across the globe.
- Supplies conductors to all top 25 global turnkey operators and leading utilities.

## Strong export market

- Exports to over 100 countries across the world, contributes 36% of total sales in FY18.
- Developed green field conductor plant in Athola with focus on exports
- Largest Indian conductor exporter.
- Developing export market in new territories. Exported conductors to USA, EU, middle east, Africa and Latin America.

## Diversified into new business for growth

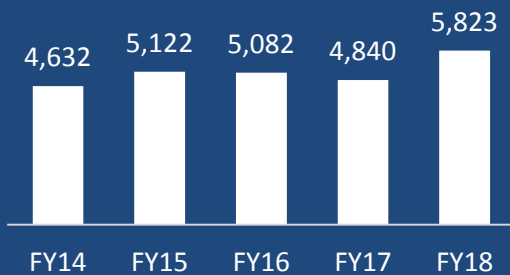
- Entered Auto lubes in 2007 under ENI brand through Licensing Agreement with ENI Italy.
- Acquired Uniflex to enter Cables business.
- Has setup Electron Beam irradiation facility for cables and other products.

# Significant expansion in Profitability over the years. . .

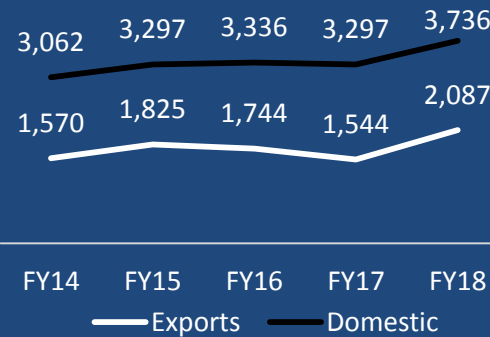
Margins increased across businesses led by increased share of value added products

All Figures in Rs crore

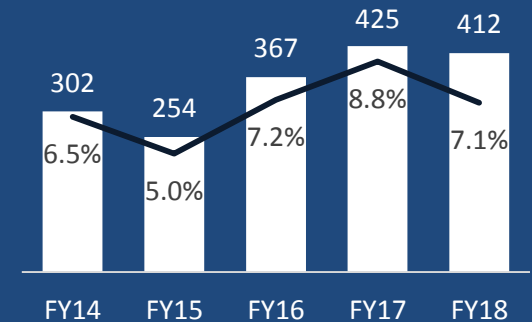
### Consolidated Revenue



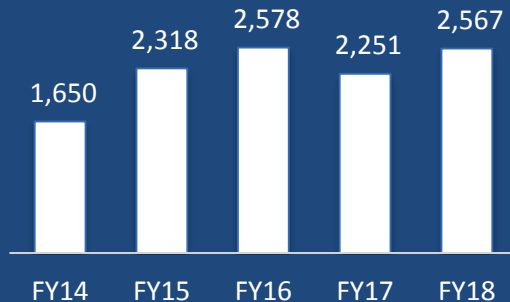
### Exports contribution at 36%



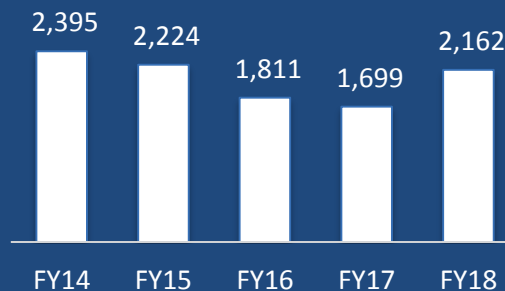
### EBITDA margin at 7.1%



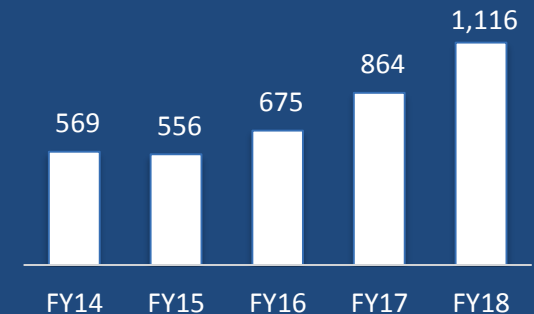
### Conductors



### Specialty Oils



### Cables



# Huge global presence driving exports

**Presence in 100 countries, Exports contributing 36% to FY18 Revenue**



- Adopted a hub and spoke manufacturing and distribution model for specialty oils - allows efficient delivery cycles to global transformer OEM's across Asia, Africa and Australia
- Presence in over 100 countries with a focus on South East Asia, Middle east, Africa and South America

## Section 5

**Financial Performance**

**Business performance FY18**

**Business performance Q4FY18**

**Company Overview**

***Annexure***

# Consolidated Balance Sheet Statement : FY18

| Sr.No    | Particulars                                        | Consolidated       |                    |
|----------|----------------------------------------------------|--------------------|--------------------|
|          |                                                    | As at 31 Mar, 2017 | As at 31 Mar, 2018 |
| <b>A</b> | <b>Assets</b>                                      |                    |                    |
| 1        | Non-Current assets                                 |                    |                    |
|          | (a) Property, Plant and Equipment                  | 564.3              | 642.0              |
|          | (b) Capital work-in-progress                       | 26.7               | 18.6               |
|          | (c) Goodwill                                       | 7.4                | 4.8                |
|          | (d) Other Intangible assets                        | 2.1                | 1.8                |
|          | (e) Capital work-in-progress-Intangible            | 1.0                | 0.9                |
|          | (f) Investments in Subsidiaries and Joint Ventures | -                  | -                  |
|          | (g) Financial Assets                               |                    |                    |
|          | (i) Trade receivables                              | 1.9                | 0.9                |
|          | (ii) Other non-current assets                      | 7.3                | 7.3                |
|          | (g) Other non-current assets                       | 28.5               | 16.7               |
|          | (h) Other Tax Assets                               | 11.4               | 10.1               |
|          | Sub-total- Non-Current assets                      | 650.6              | 703.0              |
| 2        | Current assets                                     |                    |                    |
|          | (a) Inventories                                    | 993.5              | 1,212.3            |
|          | (b) Financial Assets                               |                    |                    |
|          | (i) Investments                                    | 118.6              | -                  |
|          | (ii) Trade receivables                             | 1,254.3            | 1,727.9            |
|          | (iii) Cash and Cash equivalents                    | 109.8              | 244.0              |
|          | (iv) Bank balances other than (iii)                | 13.2               | 30.3               |
|          | (v) Short-term loans and advances                  | 12.1               | 13.2               |
|          | (vi) Derivatives                                   | 37.3               | 6.1                |
|          | (c) Other current assets                           | 170.7              | 275.9              |
|          | (d) Other tax assets                               | 88.0               | 56.7               |
|          | Sub-total-Current assets                           | 2,797.6            | 3566.3             |
|          | <b>Total - Assets</b>                              | <b>3,448.2</b>     | <b>4,269.3</b>     |

| Sr.No    | Particulars                           | Consolidated       |                    |
|----------|---------------------------------------|--------------------|--------------------|
|          |                                       | As at 31 Mar, 2017 | As at 31 Mar, 2018 |
| <b>B</b> | <b>Equity And Liabilities</b>         |                    |                    |
| 1        | Equity                                |                    |                    |
|          | (a) Equity Share capital              | 38.3               | 38.3               |
|          | (b) Other Equity                      |                    |                    |
|          | (i) Reserves & Surplus                | 937.0              | 1,035.6            |
|          | (ii) Other reserves                   | 60.9               | 34.3               |
|          | Total Equity                          | 1,036.1            | 1,108.2            |
| 2        | Non-Current liabilities               |                    |                    |
|          | (a) Financial Liabilities             |                    |                    |
|          | (i) Borrowings                        | 90.6               | 161.9              |
|          | (ii) Other financial liabilities      | 2.5                | 2.5                |
|          | (b) Provisions                        | 4.4                | 4.9                |
|          | (c) Deferred tax liabilities (Net)    | 46.1               | 34.7               |
|          | Sub-total-Non-Current liabilities     | 143.6              | 203.9              |
| 3        | Current liabilities                   |                    |                    |
|          | (a) Financial Liabilities             |                    |                    |
|          | (i) Borrowings                        | 186.5              | 169.8              |
|          | (ii) Trade and other payables         | 1,772.5            | 2,551.1            |
|          | (iii) Other financial liabilities     | 50.9               | 52.5               |
|          | (iv) Derivatives                      | 24.8               | 15.2               |
|          | (b) Other current liabilities         | 140.8              | 92.5               |
|          | (c) Short term provisions             | 0.9                | 1.0                |
|          | (d) Liabilities for current tax       | 92.2               | 75.0               |
|          | Sub-total-Current liabilities         | 2,268.5            | 2,957.1            |
|          | <b>Total - Equity And Liabilities</b> | <b>3,448.2</b>     | <b>4269.3</b>      |

# Q4 & FY18: Consolidated Profit & Loss Statement

| Particulars (Rs crore)                                                                 | Q4 FY18        | Q4 FY17        | % Chg YoY     | Q3 FY18        | % Chg QoQ     | FY18           | FY17           | % Chg YoY     |
|----------------------------------------------------------------------------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|---------------|
| <b>Total Operating Income</b>                                                          | <b>1,767.5</b> | <b>1,419.3</b> | <b>24.5%*</b> | <b>1,498.9</b> | <b>17.9%</b>  | <b>5,938.7</b> | <b>5,288.8</b> | <b>12.3%</b>  |
| Total Expenditure                                                                      | 1,641.7        | 1,321.2        | 24.3%         | 1,401.3        | 17.2%         | 5,531.2        | 4,872.1        | 13.5%         |
| Cost of Raw Materials                                                                  | 1,365.1        | 978.9          | 39.5%         | 1,187.2        | 15.0%         | 4,495.0        | 3,572.8        | 25.8%         |
| Employees Cost                                                                         | 32.9           | 28.2           | 16.7%         | 31.3           | 5.1%          | 126.1          | 107.4          | 17.4%         |
| Other Expenditure                                                                      | 243.9          | 211.3          | 15.4%         | 185.2          | 31.7%         | 792.9          | 748.1          | 6.0%          |
| Excise Duty                                                                            | -              | 113.3          | NM            | -              | NM            | 120.2          | 456.8          | -73.7%        |
| Transfer to Capital Asset                                                              | 0.3            | 10.5           | -97.1%        | 2.4            | -87.5%        | 3.0            | 13.1           | -77.1%        |
| <b>Profit from operations before other income, finance costs and exceptional items</b> | <b>125.8</b>   | <b>98.1</b>    | <b>28.2%</b>  | <b>97.5</b>    | <b>29.0%</b>  | <b>407.5</b>   | <b>416.8</b>   | <b>-2.2%</b>  |
| Other Income                                                                           | 2.7            | 5.6            | -51.8%        | 3.4            | -20.6%        | 11.1           | 16.0           | -30.6%        |
| <b>EBITDA</b>                                                                          | <b>128.5</b>   | <b>103.7</b>   | <b>23.9%</b>  | <b>100.9</b>   | <b>27.4%</b>  | <b>418.6</b>   | <b>432.7</b>   | <b>-3.3%</b>  |
| Depreciation                                                                           | 14.8           | 13.2           | 12.1%         | 14.0           | 5.7%          | 55.9           | 45.0           | 24.2%         |
| <b>EBIT</b>                                                                            | <b>113.7</b>   | <b>90.5</b>    | <b>25.6%</b>  | <b>86.9</b>    | <b>30.8%</b>  | <b>362.8</b>   | <b>387.8</b>   | <b>-6.4%</b>  |
| Interest & Finance charges                                                             | 53.6           | 23.8           | 125.2%        | 25.6           | 109.4%        | 140.0          | 114.4          | 22.4%         |
| <b>Profit before tax</b>                                                               | <b>60.1</b>    | <b>66.7</b>    | <b>-9.9%</b>  | <b>61.3</b>    | <b>-2.0%</b>  | <b>222.8</b>   | <b>273.4</b>   | <b>-18.5%</b> |
| Tax Expense                                                                            | 20.1           | 26.3           | -23.6%        | 21.7           | -7.4%         | 78.0           | 97.1           | -19.7%        |
| <b>Net Profit</b>                                                                      | <b>40.0</b>    | <b>40.4</b>    | <b>-1.0%</b>  | <b>39.5</b>    | <b>1.3%</b>   | <b>144.7</b>   | <b>176.3</b>   | <b>-17.9%</b> |
| Minority Interest (profit)/loss                                                        | -              | -0.3           | NM            | -              | NM            | -              | 0.3            | NM            |
| <b>Net Profit after taxes, minority interest</b>                                       | <b>40.0</b>    | <b>40.1</b>    | <b>-0.2%</b>  | <b>39.5</b>    | <b>1.3%</b>   | <b>144.7</b>   | <b>176.6</b>   | <b>-18.1%</b> |
| Other comprehensive income                                                             | -11.9          | 9.5            | NM            | -2.5           | NM            | -26.5          | 19.7           | NM            |
| <b>Total comprehensive income</b>                                                      | <b>28.1</b>    | <b>49.6</b>    | <b>-43.3%</b> | <b>37.1</b>    | <b>-24.3%</b> | <b>118.2</b>   | <b>196.3</b>   | <b>-39.8%</b> |

Note:\* Q4Y17 revenue is including Excise duty, YoY revenue growth for the quarter excluding Excise duty is 35%.

## Q4 & FY18 Key Ratios- Consolidated

| Key Ratios (%)                                | Q4 FY18 | Q4 FY17 | Q3 FY18 | FY18  | FY17  |
|-----------------------------------------------|---------|---------|---------|-------|-------|
| EBITDA Margin                                 | 7.3%    | 7.9%    | 6.7%    | 7.2%  | 9.0%  |
| Net Margin                                    | 2.3%    | 3.1%    | 2.6%    | 2.5%  | 3.7%  |
| Total Expenditure/ Total Net Operating Income | 92.9%   | 92.5%   | 93.5%   | 93.0% | 91.4% |
| Raw Material Cost/ Total Net Operating Income | 77.2%   | 75.0%   | 79.2%   | 77.3% | 73.9% |
| Staff Cost/ Total Net Operating Income        | 1.9%    | 2.2%    | 2.1%    | 2.2%  | 2.2%  |
| Other Expenditure/ Total Net Operating Income | 13.8%   | 16.2%   | 12.4%   | 13.6% | 15.5% |

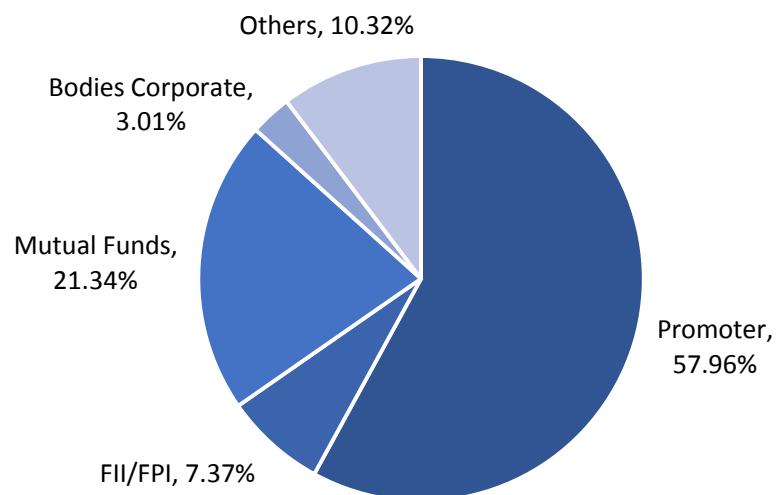
Note: All Ratio's are calculated on Net Operating Revenue (excluding Excise duty)

# Q4 & FY18: Consolidated Segment Analysis

| Segment (Rs crore)                                 | Q4 FY18        | Q4 FY17        | %YoY   | Q3 FY18        | % QoQ  | FY18        | FY17        | % Chg YoY |
|----------------------------------------------------|----------------|----------------|--------|----------------|--------|-------------|-------------|-----------|
| <b>Revenue</b>                                     |                |                |        |                |        |             |             |           |
| Conductors                                         | 894.2          | 636.5          | 40.5%  | 638.6          | 40.0%  | 2,615.5     | 2,461.5     | 6.3%      |
| Transformer & Specialty Oils                       | 532.3          | 478.9          | 11.2%  | 568.4          | -6.4%  | 2,162.2     | 1,881.0     | 14.9%     |
| Power & Telecom Cables                             | 335.9          | 298.0          | 12.7%  | 285.6          | 17.6%  | 1,134.6     | 926.8       | 22.4%     |
| <b>Others/Unallocated</b>                          | 11.4           | 10.9           | 4.6%   | 9.6            | 18.8%  | 46.6        | 40.9        | 13.9%     |
| <b>Total</b>                                       | 1,773.8        | 1,424.3        | 24.5%  | 1,502.3        | 18.1%  | 5,958.9     | 5,310.2     | 12.2%     |
| Less: Inter - Segment Revenue                      | 6.3            | 4.9            | 28.6%  | 3.4            | 85.3%  | 20.2        | 21.4        | -5.6%     |
| <b>Revenue from Operations</b>                     | 1,767.5        | 1,419.3        | 24.5%  | 1,498.9        | 17.9%  | 5,938.7     | 5,288.8     | 12.3%     |
| <b>Segment Results before Interest and Tax</b>     |                |                |        |                |        |             |             |           |
| Conductors                                         | 38.6           | 41.9           | -7.9%  | 24.2           | 59.5%  | 130.8       | 179.0       | -26.9%    |
| Transformer & Specialty Oils                       | 51.0           | 36.4           | 40.1%  | 43.4           | 17.5%  | 163.8       | 168.9       | -3.0%     |
| Power and Telecom Cables                           | 31.6           | 19.4           | 62.9%  | 25.8           | 22.5%  | 91.1        | 61.4        | 48.4%     |
| <b>Others/Unallocated</b>                          | 0.5            | 0.2            | NM     | 0.7            | -28.6% | 2.7         | 2.2         | NM        |
| <b>Total</b>                                       | 121.8          | 97.9           | 24.4%  | 94.1           | 29.4%  | 388.4       | 411.5       | -5.6%     |
| <b>Less : Finance costs (net)</b>                  | 53.6           | 23.8           | 125.2% | 25.6           | 109.4% | 140.0       | 114.4       | 22.4%     |
| Less : Unallocable expenditure net of income       | 8.0            | 7.4            | 8.1%   | 7.3            | 9.6%   | 25.6        | 23.8        | 7.6%      |
| Profit before Tax                                  | 60.1           | 66.7           | -9.9%  | 61.3           | -2.0%  | 222.8       | 273.4       | -18.5%    |
| <b>Segment Results – % to Segment Revenue*</b>     |                |                |        |                |        |             |             |           |
| Conductors                                         | 4.3%           | 7.2%           |        | 3.8%           |        | 5.1%        | 8.0%        |           |
| Transformer & Specialty Oils                       | 9.6%           | 8.4%           |        | 7.6%           |        | 7.8%        | 9.9%        |           |
| Power and Telecom Cables                           | 9.4%           | 6.9%           |        | 9.0%           |        | 8.2%        | 7.1%        |           |
| Total                                              | 6.9%           | 7.5%           |        | 6.3%           |        | 6.7%        | 8.5%        |           |
| <b>Segment contribution- as % to total revenue</b> | <b>Q4 FY18</b> | <b>Q4 FY17</b> |        | <b>Q3 FY18</b> |        | <b>FY18</b> | <b>FY17</b> |           |
| Conductors                                         | 50.4%          | 44.7%          |        | 42.5%          |        | 43.9%       | 46.4%       |           |
| Transformer & Specialty Oils                       | 30.0%          | 33.6%          |        | 37.8%          |        | 36.3%       | 35.4%       |           |
| Power and Telecom Cables                           | 18.9%          | 20.9%          |        | 19.0%          |        | 19.0%       | 17.5%       |           |

# Shareholding pattern

As on March 31, 2018  
Outstanding shares – 3,82,68,619



## Major Non-Promoter Shareholders

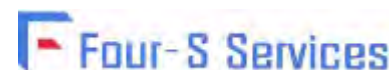
## Shareholding (%)

|                          |      |
|--------------------------|------|
| HDFC Trustee company     | 7.87 |
| Reliance Capital         | 6.19 |
| Goldman Sachs            | 2.96 |
| L & T Mutual Fund        | 2.50 |
| Raiffeisen Kapitalanlage | 1.52 |
| Kedia Securities         | 1.11 |

# Contact us

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