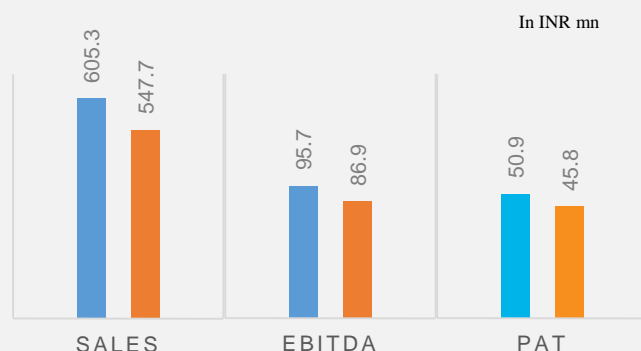




Quarterly Earnings Release | Q3FY16

Q3FY16 Highlights

- Sales up 11% compared to sequential quarter
- 10% QoQ growth in EBITDA due to cost reduction initiatives and product mix
- Improvement in QoQ profits by 11%



Mumbai, February 3, 2016: GMM Pfaudler (GMMP) a leading supplier of process equipment to the pharmaceutical and chemical industry segments today announced its **3rd quarter (Q3FY16) and nine months' results (9MFY16) for the period ended December 31st 2015.**

Financial Performance

Standalone Q3FY16 review (Q/Q%)

- Total Operating revenue was Rs. 605.3 Mn as compared to Rs. 547.7 Mn during Q2FY16
- EBITDA stood at Rs. 95.7 Mn as compared to Rs. 86.9 Mn during Q2FY16, an increase of 10%.
- EBITDA Margin at 15.8% for Q3FY16 as against 15.9% in Q2FY16
- Net profit stood at Rs. 50.9 Mn for Q3FY16 as compared to Rs. 45.8 Mn in Q2FY16, an increase of 11%.
- Basic EPS stood at Rs. 3.5 as against Rs. 3.1 in Q2FY16

Standalone 9MFY16 review (Y/Y %)

- Total Operating revenue was Rs. 1699.5 Mn as compared to Rs. 1640.6 Mn during the corresponding period of previous year.
- EBITDA stood at Rs. 245.2 Mn as compared to Rs. 263.9 Mn during the corresponding period of previous year, a reduction of 7% on account of weak Q1FY16 performance
- EBITDA Margin at 14.5% for 9MFY16
- Profit after taxes stood at Rs. 125.7 Mn for 9MFY16 as compared to a profit of Rs. 131.7 Mn in the corresponding period of the previous year.
- Basic EPS stood at Rs. 8.6 for 9MFY16

Management Comment

Commenting on the Company's performance for Q3/9M 2016, **Mr. Tarak Patel, Managing Director** said *"We had another consistent quarterly performance on the back of strong sales execution across our main industry segments. Falling commodity prices along with cost reduction measures have helped to improve profitability. Even though the current economic scenario is subdued with most core sectors facing demand challenges, we are confident about our business and its growth potential in India and in select overseas markets"*



Quarterly Earnings Release | Q3FY16

Profit and Loss Statement

Particulars (INR Mn)	Q3FY16	Q3FY15	YoY%	Q2FY16	QoQ%	9MFY16	9MFY15	YoY%
Income from Operations								
Net Sales/ Income from Operations	599.8	591.7		537.8		1675.9	1620.8	
Other Operating Income	5.5	3.8		9.9		23.6	19.9	
Total Income from Operations (Net)	605.3	595.5	2%	547.7	11%	1699.5	1640.6	4%
Expenses								
(a) Cost of Material Consumed	228.5	227.4		232.9		723.9	713.4	
(b) Change in Inventories/FG	44.3	36.4		1.1		41.3	-22.2	
(c) Consumption of Stores and Spares	22.4	25.7		21.6		62.3	63.7	
(d) Employee Benefit Expense	72.3	68.0		65.3		208.9	202.6	
(e) Depreciation & Amortization	16.0	18.5		17.0		50.5	61.8	
(f) Labour Charges	46.6	44.5		48.1		143.5	133.6	
(g) Power and Fuel	37.7	45.2		39.6		118.9	122.4	
(h) Other Expenditure	62.5	67.7		60.1		180.1	188.1	
Total Expenses	530.3	533.3	-1%	485.5	9%	1529.5	1463.5	5%
EBIT Before Other Income / Exceptional Items	75.0	62.2	20%	62.2	21%	169.9	177.2	-4%
Other Income	4.7	5.5		7.8		24.8	24.9	
EBIT Before Exceptional Items	79.6	67.7	18%	69.9	14%	194.7	202.1	-4%
Finance Costs	1.6	0.9		1.7		4.4	3.7	
PBT Before Exceptional Items	78.0	66.8	17%	68.2	14%	190.3	198.4	-4%
Exceptional Item								
PBT	78.0	66.8	17%	68.2	14%	190.3	198.4	-4%
Tax Expense	27.1	21.5		22.4		64.6	66.7	
PAT	50.9	45.3	12%	45.8	11%	125.7	131.7	-5%
Paid-up Equity Share Capital	29.2	29.2		29.2		29.2	29.2	
Earnings Per Share								
Basic and Diluted EPS	3.5	3.1	12%	3.1	11%	8.6	9.0	-5%

About GMM Pfaudler

GMM Pfaudler (GMMP) is a leading supplier of process equipment to the pharmaceutical and chemical industries. GMMP is the market leader and has more than five decades experience in manufacturing Glass lined Equipment. Over the years GMMP has diversified its product portfolio to include Mixing Systems, Filtration & Drying Equipment, Engineered Systems and Tailor Made Process Equipment and is today a one stop shop for the chemical process industry. The Company has long standing track record of consistent dividends. For Details please contact www.gmmpfaudler.com

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Disclaimer:

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. GMMP Pfaudler Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.