



Q1FY18
Result
Presentation

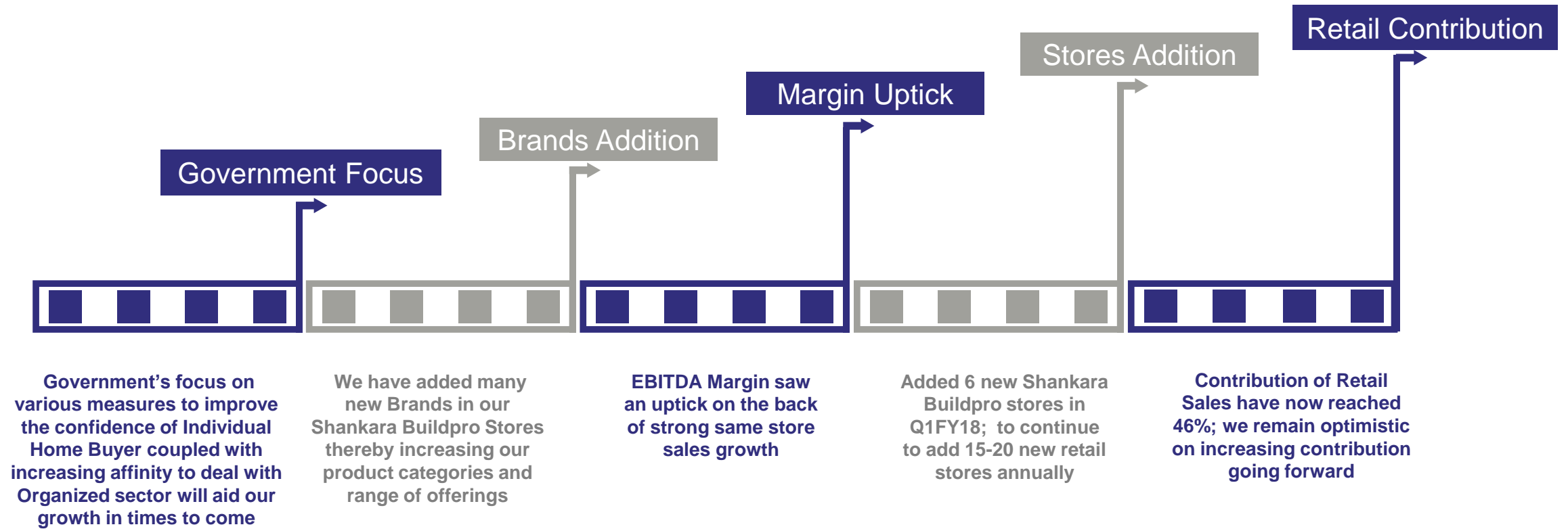
August
2017

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Performance Snapshot

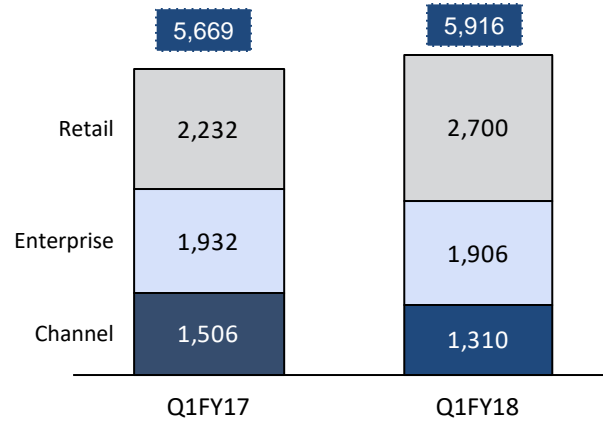


Q1 FY18 Income Statement

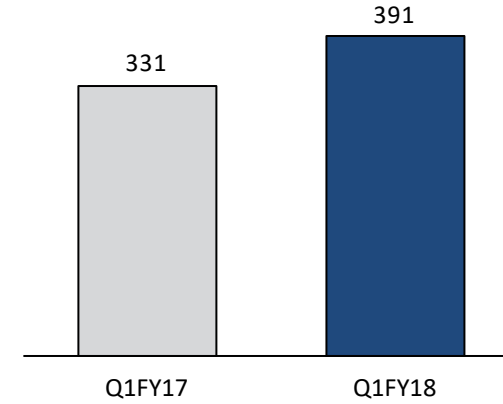
Particulars (Rs. Mn)	Q1 FY18	Q1 FY17	YoY	FY17
Total Income	5,916	5,669	4.4%	23,101
Raw Material	5,072	4,876		19,794
Employee Expenses	128	99		494
Other Expenses	324	362		1,270
EBITDA	391	331	18.3%	1,544
EBITDA %	6.6%	5.8%	+78bps	6.7%
Other Income	1	3		3
Depreciation	29	26		114
Finance Cost	98	119		508
Profit before Tax	266	190	40.0%	925
Tax	93	60		322
Profit after Tax	172	130	32.7%	603
Cash Profit	201	155	29.4%	717
EPS	7.53	5.93		27.55

Key Financial Performance

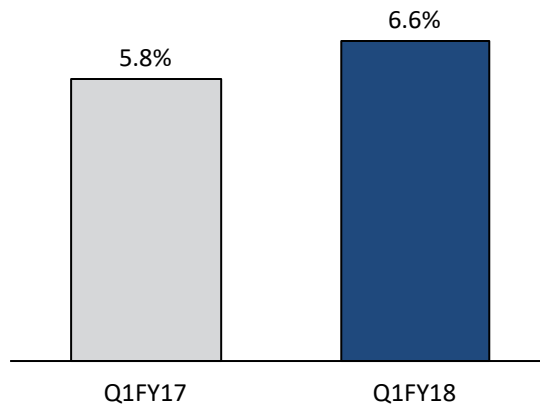
Segment wise Revenue & Net Revenue from Operations (Rs. mn.)



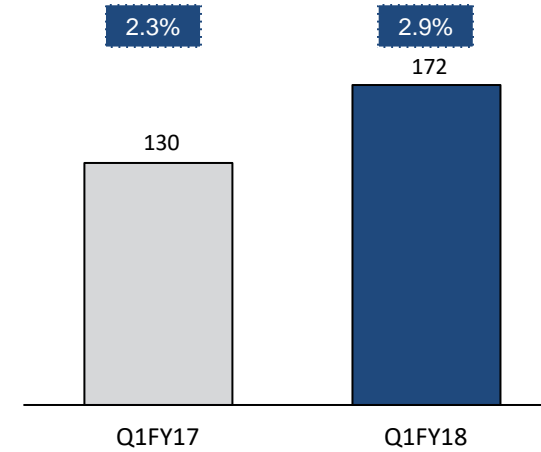
EBITDA (Rs. mn.)



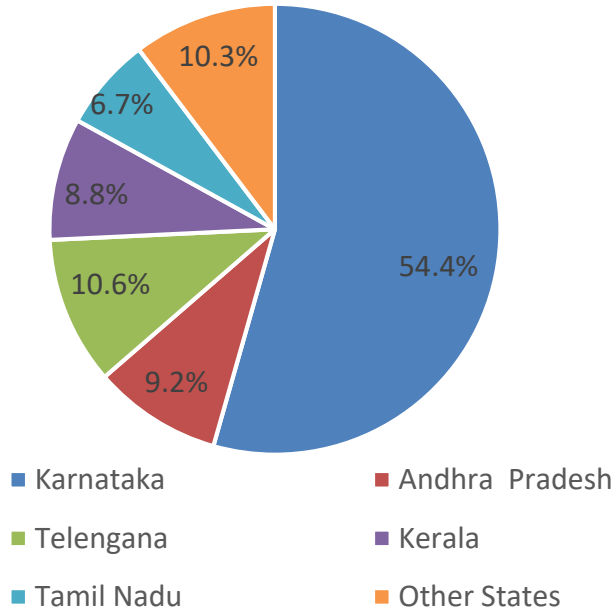
EBITDA Margin (%)



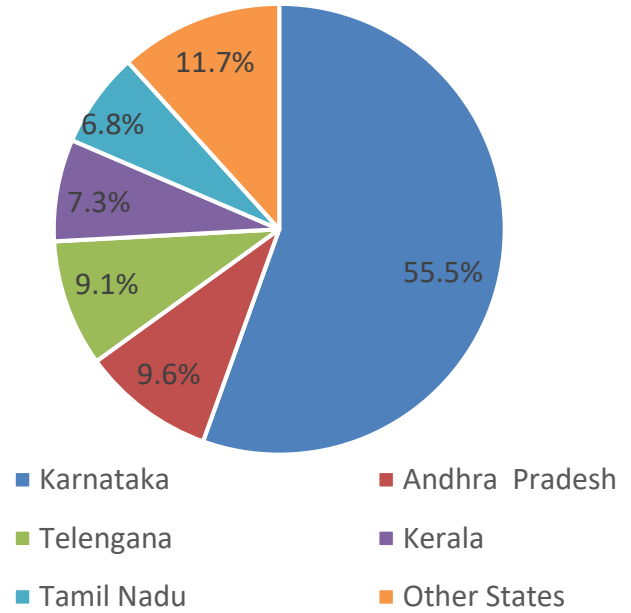
PAT (Rs. mn.) & PAT Margin (%)



Q1 FY17 Revenue mix across States

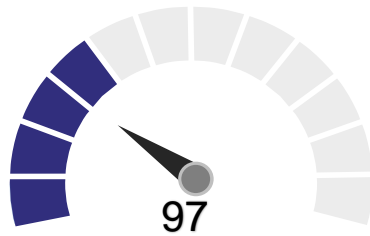


Q1 FY18 Revenue mix across States

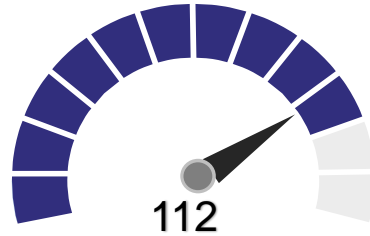


Key Highlights – Retail Business

Number of Stores

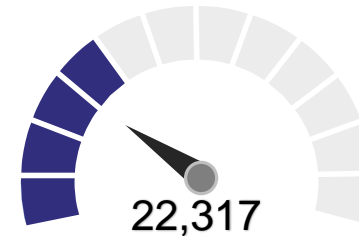


Q1 FY17

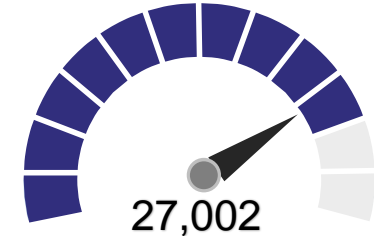


Q1 FY18

Revenue (Rs. mn.)

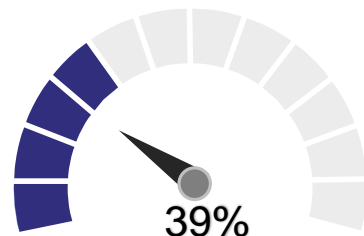


Q1 FY17

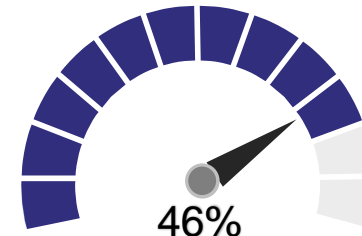


Q1 FY18

Retail Share



Q1 FY17



Q1 FY18

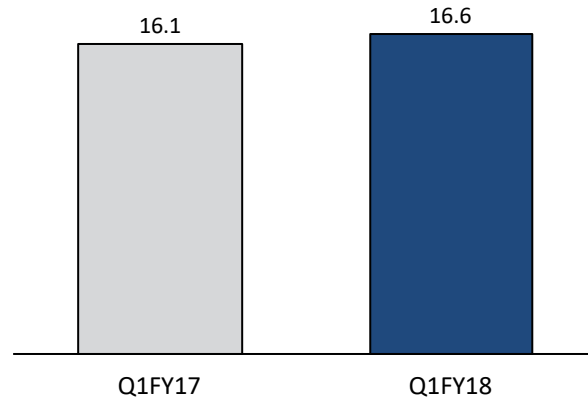
Key Highlights – Retail Business

Particulars	Units	Q1 FY18	Q1 FY17	YoY	FY17
No of retail stores	Nos.	112	97	15.5%	106
Total Area	Sq. ft	4,01,233	3,44,084	16.6%	3,81,070
Average store size	Sq. ft	3,582	3,547	1.0%	3,624
Average ticket size	Rs.	22,962	21,112	8.8%	23,244
Revenue from retail stores	Rs. Mn	2,700	2,232	21.0%	9,807
Same store sales growth	%	15%	17%		19%
EBITDA	Rs. Mn	301	215	40.3%	972
Margin (%)	%	11.2%	9.6%		9.9%
EBITDA per store	Rs. Mn	2.69	2.21	21.6%	9.17
EBITDA per sq ft	Rs.	751	624	20.4%	2,551
Average rental cost per sq.ft. per mth	Rs.	16.6	16.1	3.0%	16.1

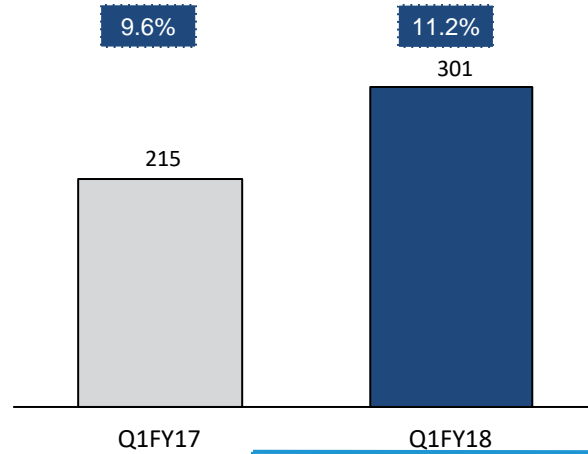
Other Key Highlights

Retail Business

Lease Rental Cost (Rs. per sq. ft. per month)

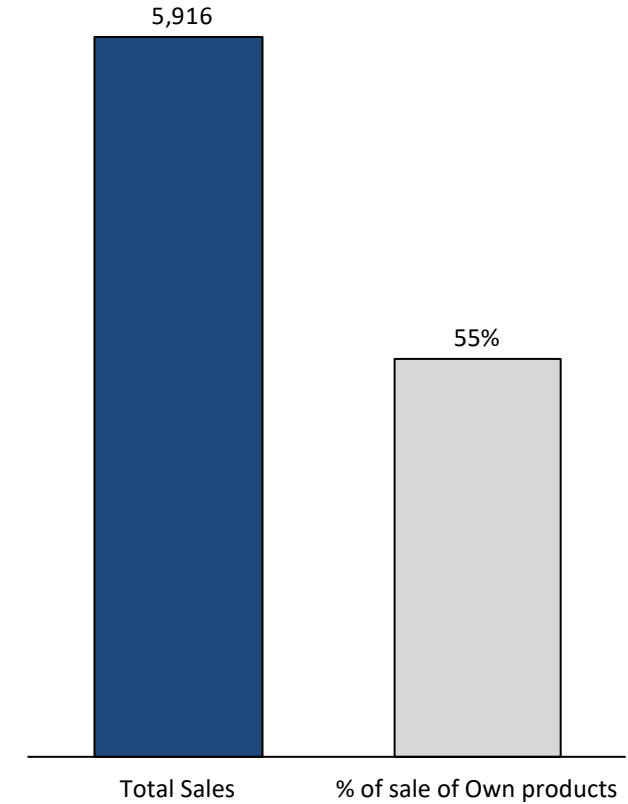


EBITDA (Rs. mn.) & EBITDA Margin (%)



Sales Mix

Own Products Sale (Rs. mn.)





Historical Financials

5 years of Profit & Loss Statement

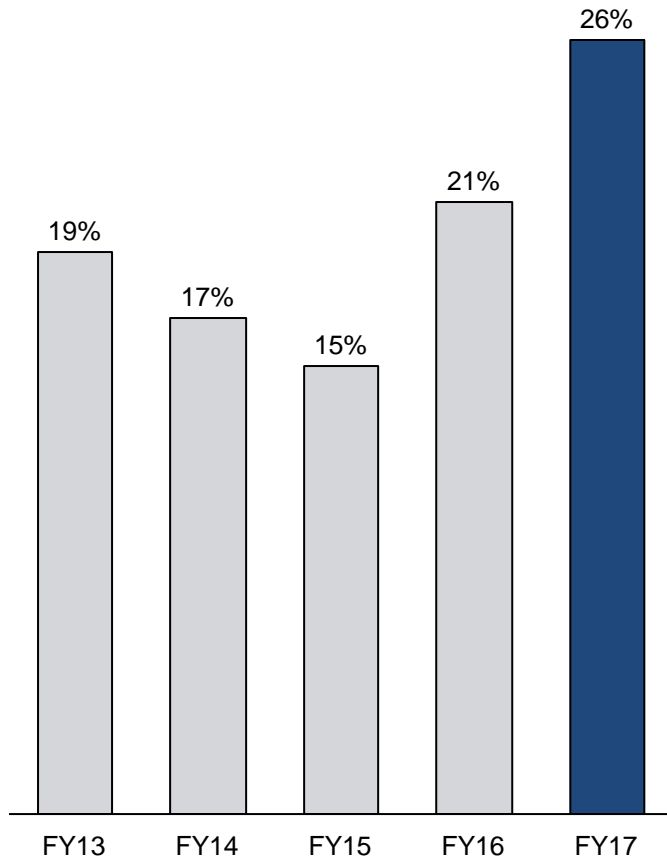
Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	CAGR
Total Income	17,666	19,271	19,788	20,359	23,101	6.9%
Raw Material	15,920	17,364	17,580	17,672	19,794	
Employee Expenses	212	264	350	413	494	
Other Expenses	664	757	963	1,079	1,270	
EBITDA	869	886	895	1196	1544	15.4%
EBITDA %	4.9%	4.6%	4.5%	5.9%	6.7%	
Other Income	3	8	9	7	3	
Depreciation	46	58	88	95	114	
Finance Cost	349	416	470	460	508	
Profit before Tax & Minority Interest (MI)	478	420	345	648	925	18.0%
Tax	159	133	120	240	322	
Profit after Tax & before MI	318	287	226	407	603	17.3%
Minority Interest	-	-	-	-	-	
Profit after Tax & MI	318	287	226	407	603	17.3%
Cash Profit	365	345	314	503	717	18.4%
EPS	15.03	13.13	10.32	18.90	27.55	

Consolidated Balance Sheet

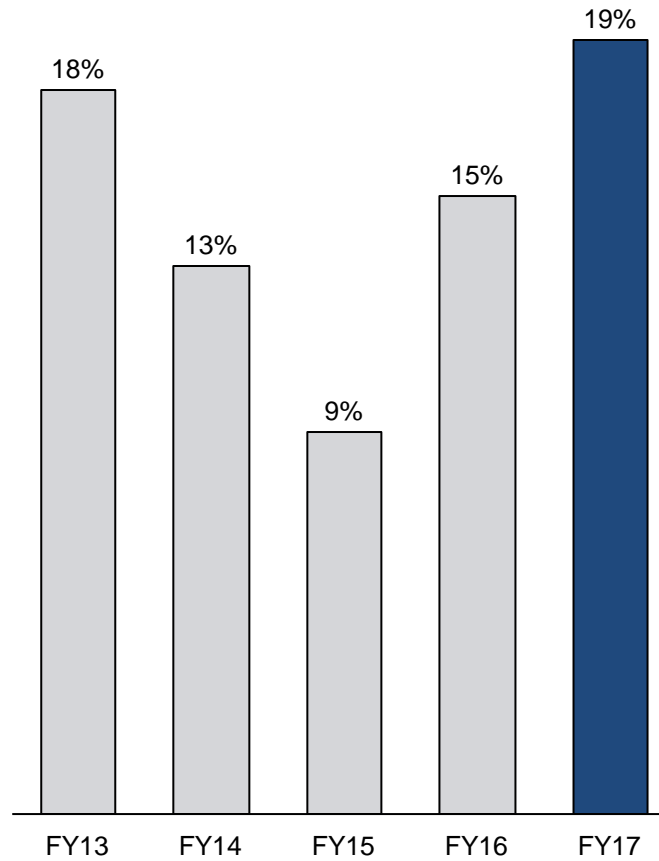
Rs. Mn	Mar-17	Mar-16
Shareholder's Fund	3,937	2,911
Share Capital	229	219
Reserves & Surplus	3,708	2,692
Minority Interest	1	0
Non-current liabilities	229	190
Long term borrowings	59	53
Deferred Tax Liabilities (net)	161	131
Other non-current liabilities	0	0
Long-term provisions	8	6
Current liabilities	14,796	12,883
Short term borrowings	2,101	2,083
Trade Payables	2,610	2,338
Other current liabilities	418	319
Short-term provisions	186	151
Total Liabilities	9,481	7,992

Rs. Mn	Mar-17	Mar-16
Non-current assets	2,771	2,483
Fixed assets	2,450	2,193
Goodwill on Consolidation	140	140
Long-term loans & advances	139	127
Other Non Current Assets	42	23
Current assets	6,710	5,508
Inventories	2,795	2,559
Trade receivables	3,123	2,810
Cash and bank balances	662	24
Short-term loans & advances	129	115
Other current assets	1	1
Total Assets	9,481	7,992

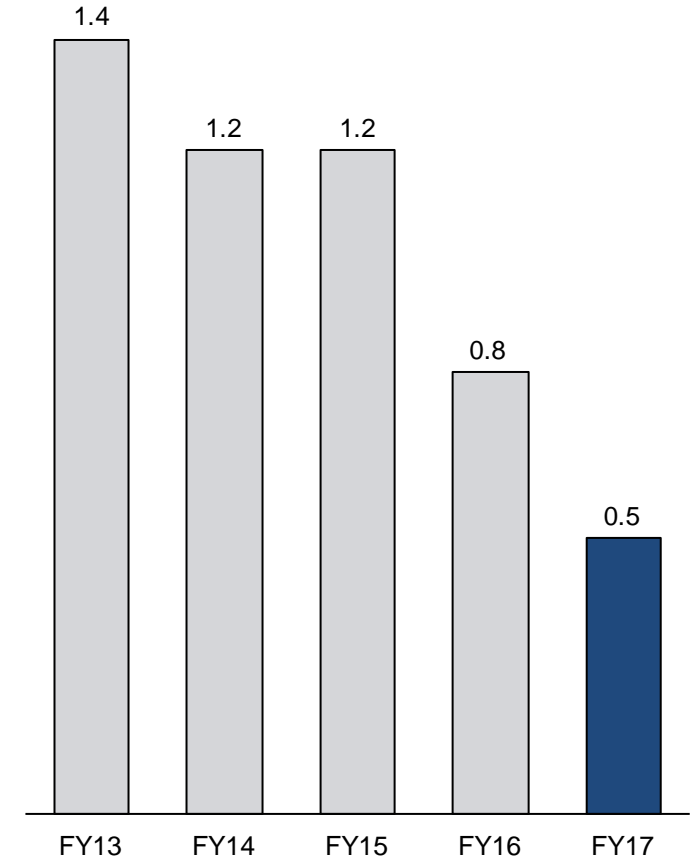
Average Return on Capital Employed*



Average Return on Equity*

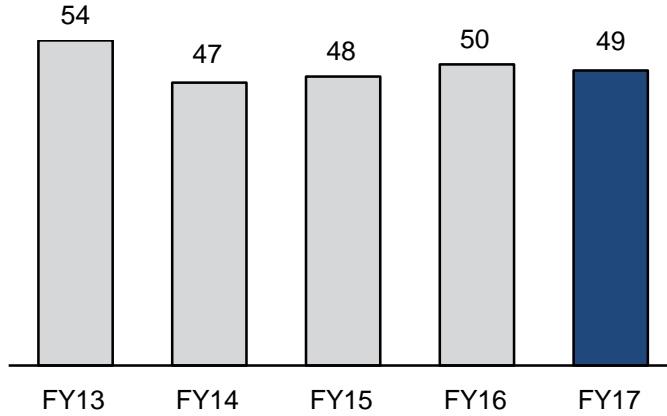


Net Debt : Equity*

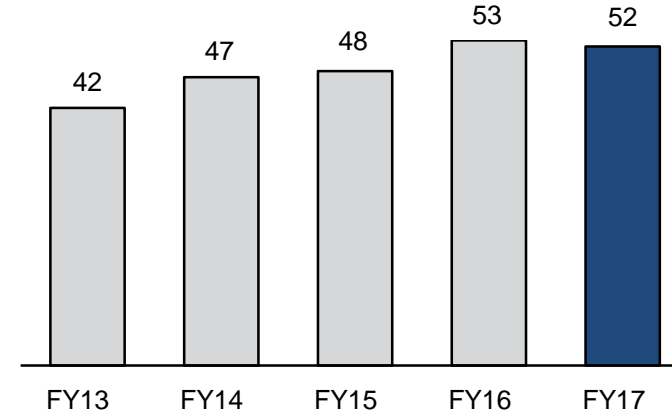


Maintaining Business efficiency

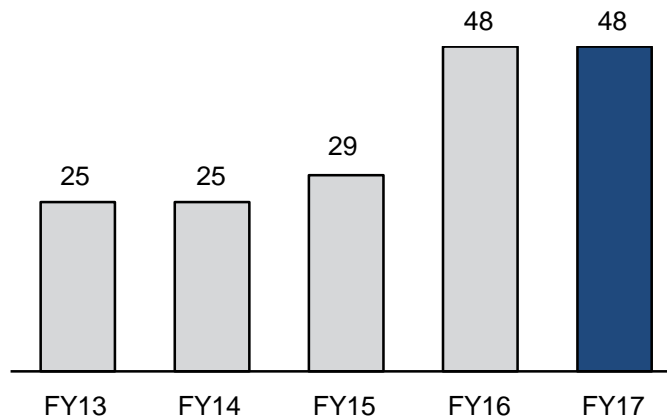
Receivable Days



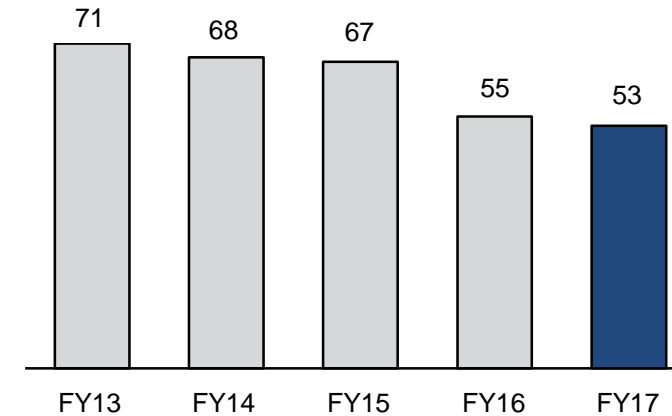
Inventory Days



Creditor Days



Working Capital Days



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