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Data Sheet : Standalone Performance Analysis for the Quarter ended on June 30, 2017

i) Sales & Profitability

(Rs. in lacs)

Particulars	Quarter Ended		Year Ended
	30-Jun-17	30-Jun-16	31-Mar-17
	(Unaudited)	(Unaudited)	(Unaudited)
Sales	12,926	15,215	66,529
Y-O-Y Growth %	-15.0%		
Other Operating income	49	45	188
Income from Operations(net)	12,975	15,260	66,717
Y-O-Y Growth %	-15.0%		
Other Income	1,265	535	3,787
Gross Revenue	14,240	15,795	70,504
Y-O-Y Growth %	-9.8%		
Gross Margin(Sales - Material Cost)Value	6,592	8,799	35,501
EBITDA	3,209	4,452	24,500
PBT (Rs. Lacs)	3,108	4,378	24,148
Y-O-Y Growth %	-29.0%		
Tax (%)	22.6%	27.9%	27.8%
PAT (Rs. Lacs)	2,404	3,156	17,436
Y-O-Y Growth %	-23.8%		

ii) Margins

Gross margin (%) of Sales	51.0%	57.8%	53.4%
EBITDA (% of Gross Revenue)	22.5%	28.2%	34.7%
PBT Margin (% of Gross Revenue)	21.8%	27.7%	34.3%
PAT Margin (% of Gross Revenue)	16.9%	20.0%	24.7%

iii) Segment-wise capital employed and ROCE (PBIT)

Capital employed			
Air Coolers	17,081	9,514	17,241
Corporate Funds	30,889	25,320	29,183
ROCE(PBIT) (For the quarter & respective period)- Not Annualised			
Air Coolers	12.9%	51.8%	250.7%
Corporate Funds	3.7%	1.6%	9.6%

iv) Total Treasury Investment (excluding investments in subsidiaries)

Total Treasury Investment	30,900	25,320	29,112
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v) Geographical Segment-wise Revenue and Results

(Rs. in lacs)

Particulars	Quarter Ended		Year Ended
	30-Jun-17	30-Jun-16	31-Mar-17
	(Unaudited)	(Unaudited)	(Unaudited)
Segment Revenue			
India	10,965	13,405	59,508
Rest of the world	2,010	1,855	7,209
Total	12,975	15,260	66,717
Segment Results (Profit before Interest and Taxes - PBIT)			
India	2,473	3,594	21,693
Rest of the world	635	784	2,456
Total	3,108	4,378	24,149
Less: Finance Costs	0	0	1
Less: Taxes	704	1,222	6,712
Total Profit After Tax	2,404	3,156	17,436

vi) Shareholders' Payout

Dividend per share (on Face value Rs. 2)			
Interim Dividends	1.00 (Post Bonus 1:1)	1.50 (Pre Bonus)	3.50 (Including First, Second & Third Interim)
Final Dividends	-	-	1.00 (Post Bonus 1:1)
Dividend (%)			
Interim Dividend	50% (Post Bonus 1:1)	75% (Pre Bonus)	175% (Including First Second & Third Interim)
Final Dividends	-	-	50% (Post Bonus 1:1)

*On enhanced share capital of Rs. 13.99 crore up from Rs.7 crore, post (1:1) bonus issue

Notes:

- Results for the quarter ended June 30, 2017 have been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under section 133 of the Companies Act, 2013. The result for the quarter ended June 30, 2016 and for the year ended March 31, 2017 have been restated to comply with Ind AS and are comparable on like to like basis.
- The Company has allotted 34,978,500 bonus equity shares of Rupees two each fully paid up on September 17, 2016 in the proportion of one (1) bonus equity share for every one (1) fully Paid up equity share . As a result of the bonus issue the paid up capital of the Company stands increased to Rs. 1,399.14 lacs from Rs. 699.57 lacs.
- Segment Profit (PBIT) % on Capital Employed has been calculated on average Capital Employed.

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