


KEY OPERATING AND FINANCIAL DATA

Annexure "A"

		FY14/15	FY15/16	FY16/17	FY17/18	FY18/19	FY19/20
INCOME STATEMENT							
Net Sales	Rs. in '000	2,079,790	1,902,154	1,834,575	1,828,717	1,962,721	1,971,294
Cost of Goods Sold	Rs. in '000	(1,551,442)	(1,472,853)	(1,506,003)	(1,233,559)	(1,310,766)	(1,313,294)
Gross Profit	Rs. in '000	528,348	429,301	328,572	595,158	651,955	658,100
GP Ratio	%	25.4%	22.6%	17.9%	32.5%	33.2%	33.4%
Other income	Rs. in '000	80,390	28,344	11,562	2,910	30,244	59,972
Selling, marketing and distribution expense	Rs. in '000	(313,440)	(291,378)	(302,272)	(336,221)	(328,538)	(287,045)
Administrative expenses	Rs. in '000	(58,328)	(72,678)	(22,234)	(29,132)	(45,786)	(47,132)
Other operating expenses	Rs. in '000	(4,470)	(19,068)	(99,028)	(107,217)	(41,811)	(26,473)
Finance Cost	Rs. in '000	(95)	(27)	(17)	(8,930)	(7,593)	(5,891)
Net Profit before taxes	Rs. in '000	232,405	74,494	(83,417)	116,568	258,471	351,531
PBT Ratio	%	11.2%	3.9%	-4.5%	6.4%	13.2%	17.8%
Income tax expense	Rs. in '000	(115,808)	(103,817)	(110,045)	(112,246)	(94,078)	(129,407)
Net Earnings AT	Rs. in '000	116,597	(29,323)	(193,462)	4,322	164,393	222,124
PAT Ratio	%	5.6%	-1.5%	-10.5%	0.2%	8.4%	11.3%
EPS	(Rs./share)	6.07	(1.53)	(10.08)	0.23	8.56	11.57
Dividends	(Rs./share)	5.00	Nil	Nil	Nil	1.25	3.5
		FY14/15	FY15/16	FY16/17	FY17/18	FY18/19	FY19/20
BALANCE SHEET							
Cash & cash equivalents	Rs. in '000	601,985	200,458	108,400	1,092	562,937	493,515
Trade Receivables	Rs. in '000	241,018	192,618	248,020	168,062	156,356	193,290
Other Receivables	Rs. in '000	21,560	13,119	402,703	203,941	81,130	139,306
Inventory	Rs. in '000	650,445	565,767	582,269	382,081	326,792	511,860
Right of use assets							
Rs. In '000		-	-	-	-	-	32,644
Other Assets	Rs. in '000	83,039	94,090	90,441	91,406	62,780	91,968
Total Assets	Rs. in '000	1,598,047	1,066,052	1,431,833	846,582	1,189,995	1,462,583
Trade Payables	Rs. in '000	605,665	221,809	727,722	43,997	532,129	517,012
Other Payables	Rs. in '000	149,923	121,578	172,999	114,736	4,380	117,205
Deferred liabilities	Rs. in '000	4,360	6,080	9,166	10,725	11,572	46,096
Short term running finance		-	-	-	144,774	-	-
Equity	Rs. in '000	838,099	716,585	521,946	532,350	641,914	782,269
Total Liability and Equity	Rs. in '000	1,598,047	1,066,052	1,431,833	846,582	1,189,995	1,462,583
Current ratio	Times	2.11	3.10	1.59	2.79	2.22	2.25
Quick ratio (inventory excluded)	Times	1.25	1.46	0.94	1.53	1.61	1.45
Book value per share	Rs. Per share	43.65	37.32	27.18	27.73	33.43	40.74
Receivable days	Days	42.30	36.96	49.35	33.54	29.08	35.79
Inventory days	Days	153.03	140.21	141.12	113.05	91.00	142.26
Payable days	Days	142.49	54.97	176.37	13.02	148.18	143.69