

**KEY OPERATING AND FINANCIAL DATA**

Annexure "A"

		FY13/14	FY14/15	FY15/16	FY16/17	FY17/18	FY18/19
<b>INCOME STATEMENT</b>							
Net Sales	Rs. in '000	2,060,302	2,079,790	1,902,154	1,834,575	1,828,717	1,962,721
Cost of Goods Sold	Rs. in '000	(1,600,903)	(1,551,442)	(1,472,853)	(1,506,003)	(1,233,559)	(1,310,766)
Gross Profit	Rs. in '000	459,399	528,348	429,301	328,572	595,158	651,955
<b>GP Ratio</b>	%	<b>22.3%</b>	<b>25.4%</b>	<b>22.6%</b>	<b>17.9%</b>	<b>32.5%</b>	<b>33.2%</b>
Other income	Rs. in '000	54,141	80,390	28,344	11,562	2,910	30,244
Selling, marketing and distribution expense	Rs. in '000	(288,009)	(313,440)	(291,378)	(302,272)	(336,221)	(328,538)
Administrative expenses	Rs. in '000	(56,525)	(58,328)	(72,678)	(22,234)	(29,132)	(45,786)
Other operating expenses	Rs. in '000	(5,452)	(4,470)	(19,068)	(99,028)	(107,217)	(41,811)
Finance Cost	Rs. in '000	(45)	(95)	(27)	(17)	(8,930)	(7,593)
Net Profit before taxes	Rs. in '000	163,509	232,405	74,494	(83,417)	116,568	258,471
<b>PBT Ratio</b>	%	<b>7.9%</b>	<b>11.2%</b>	<b>3.9%</b>	<b>-4.5%</b>	<b>6.4%</b>	<b>13.2%</b>
Income tax expense	Rs. in '000	(105,798)	(115,808)	(103,817)	(110,045)	(112,246)	(94,078)
Net Profit / (Loss) after tax	Rs. in '000	57,711	116,597	(29,323)	(193,462)	4,322	164,393
<b>PAT Ratio</b>	%	<b>2.8%</b>	<b>5.6%</b>	<b>-1.5%</b>	<b>-10.5%</b>	<b>0.2%</b>	<b>8.4%</b>
EPS	(Rs./share)	3.01	6.07	(1.53)	(10.08)	0.23	8.56
Dividends	(Rs./share)	Nil	5.00	Nil	Nil	Nil	1.25
<b>BALANCE SHEET</b>							
Cash & cash equivalents	Rs. in '000	494,595	601,985	200,458	108,400	1,092	562,937
Trade Receivables	Rs. in '000	165,317	241,018	192,618	248,020	168,062	156,356
Other Receivables	Rs. in '000	29,099	21,560	13,119	402,703	203,941	81,130
Inventory	Rs. in '000	596,236	650,445	565,767	582,269	382,081	326,792
Other Assets	Rs. in '000	99,523	83,039	94,090	90,441	91,406	62,780
<b>Total Assets</b>	<b>Rs. in '000</b>	<b>1,384,770</b>	<b>1,598,047</b>	<b>1,066,052</b>	<b>1,431,833</b>	<b>846,582</b>	<b>1,189,995</b>
Trade Payables	Rs. in '000	587,578	605,665	221,809	727,722	43,997	532,129
Other Payables	Rs. in '000	73,510	149,923	121,578	172,999	114,736	4,380
Deferred liabilities	Rs. in '000	3,821	4,360	6,080	9,166	10,725	11,572
Short term running finance		-	-	-	-	144,774	
Equity	Rs. in '000	719,861	838,099	716,585	521,946	532,350	641,914
<b>Total Liability and Equity</b>	<b>Rs. in '000</b>	<b>1,384,770</b>	<b>1,598,047</b>	<b>1,066,052</b>	<b>1,431,833</b>	<b>846,582</b>	<b>1,189,995</b>
Current ratio	Times	2.09	2.11	3.10	1.59	2.79	2.22
Quick ratio (inventory excluded)	Times	1.19	1.25	1.46	0.94	1.53	1.61
Book value per share	Rs. Per share	37.49	43.65	37.32	27.18	27.73	33.43
Receivable days	Days	29.29	42.30	36.96	49.35	33.54	29.08
Inventory days	Days	135.94	153.03	140.21	141.12	113.05	91.00
Payable days	Days	133.97	142.49	54.97	176.37	13.02	148.18