


KEY OPERATING AND FINANCIAL DATA

Annexure "A"

		FY15/16	FY16/17	FY17/18	FY18/19	FY19/20	FY20/21
INCOME STATEMENT							
Net Sales	Rs. in '000	1,902,154	1,834,575	1,828,717	1,962,721	1,971,294	2,162,727
Cost of Goods Sold	Rs. in '000	-1,472,853	-1,506,003	-1,233,559	-1,310,766	-1,313,294	-1,725,063
Gross Profit	Rs. in '000	429,301	328,572	595,158	651,955	658,100	437,664
GP Ratio	%	22.6%	17.9%	32.5%	33.2%	33.4%	20.2%
Other income	Rs. in '000	28,344	11,562	2,910	30,244	59,972	65,209
Selling, marketing and distribution expense	Rs. in '000	-291,378	-302,272	-336,221	-328,538	-287,045	-259,568
Administrative expenses	Rs. in '000	-72,678	-22,234	-29,132	-45,786	-47,132	-59,392
Other operating expenses	Rs. in '000	(19,068)	-99,028	-107,217	-41,811	-26,473	-27,546
Finance Cost	Rs. in '000	-27	-17	-8,930	-7,593	-5891	-3101
Net Profit before taxes	Rs. in '000	74,494	(83,417)	116,568	258,471	351,531	153,266
PBT Ratio	%	3.9%	-4.5%	6.4%	13.2%	17.8%	7.1%
Income tax expense	Rs. in '000	-103,817	-110,045	-112,246	-94,078	-129,407	-114,883
Net Earnings AT	Rs. in '000	-29,323	-193,462	4,322	164,393	222,124	38,383
PAT Ratio	%	-1.5%	-10.5%	0.2%	8.4%	11.3%	1.8%
EPS	(Rs./share)	-1.53	-10.08	0.23	8.56	11.57	1.64
Dividends	(Rs./share)	Nil	Nil	Nil	1.25	3.5	Nil
BALANCE SHEET							
Cash & cash equivalents	Rs. in '000	200,458	108,400	1,092	562,937	493,515	534,379
Trade Receivables	Rs. in '000	192,618	248,020	168,062	156,356	193,290	131,198
Other Receivables	Rs. in '000	13,119	402,703	203,941	81,130	139,306	260,014
Inventory	Rs. in '000	565,767	582,269	382,081	326,792	511,860	648,844
Right of use assets	Rs. in '000	-	-	-	-	32,860	20,650
Other Assets	Rs. in '000	94,090	90,441	91,406	62,780	91,752	86,698
Total Assets	Rs. in '000	1,066,052	1,431,833	846,582	1,189,995	1,462,583	1,681,783
Trade Payables	Rs. in '000	221,809	727,722	43,997	532,129	517,012	562,677
Other Payables	Rs. in '000	121,578	172,999	114,736	4,380	117,205	143,476
Deferred liabilities	Rs. in '000	6,080	9,166	10,725	11,572	46,096	37,430
Short term running finance	Rs. in '000	-	-	144,774	-	-	-
Equity	Rs. in '000	716,585	521,946	532,350	641,914	782,269	938,200
Total Liability and Equity	Rs. in '000	1,066,052	1,431,833	846,582	1,189,995	1,462,583	1,681,783
Current ratio	Times	3.10	1.59	2.79	2.22	2.25	2.35
Quick ratio (inventory excluded)	Times	1.46	0.94	1.53	1.61	1.45	1.43
Book value per share	Rs. Per share	37.32	27.18	27.73	33.43	40.74	48.86
Receivable days	Days	36.96	49.35	33.54	29.08	35.79	22.14
Inventory days	Days	140.21	141.12	113.05	91.00	142.26	137.29
Payable days	Days	54.97	176.37	13.02	148.18	143.69	119.05