



Leading Through Innovation and Technology

**Financial Results Presentation FY-16
May 2016**



Disclaimer



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

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Consolidated Financials



Rs in Million

Sr. No.	Particulars	FY 16*	FY 15*	% Y-o-Y Growth
1	Net Sales	24,742	24,797	-0.22%
2	EBITDA	3,501	3,421	2.34%
3	PAT	1,383**	1,096	26.19%
4	Dividend	55%	50%	

*The above results are not comparable to previous year due to sale and discontinuance of some businesses.

**Includes Rs.195 Mn profit received in sales / discontinuance of businesses

FY – 16 has been a year of consolidation



1. On continuing business

- Net sales growth 5.09%
- EBITDA growth 6.88%
- PAT growth 26.81% (After Extra Ordinary Income)
- Volume growth 10.88%

2. Steps taken to consolidate :-

- Sale of business of wholly owned subsidiary Novotech S.p z.o.o., Poland and its subsidiary Grass Tech SRL, Romania
- Sale of business of 50% Joint Venture of Guangzhou Fanshun Elan Plastech Co. Ltd., South China
- Discontinued manufacturing operations in South Korea and North China.
- Acquired balance 50% equity in Joint Venture Company Nile Egypt Plastech Industries S.A.E., Egypt.

FY – 16 has been a year of consolidation - continued



3. Sales Breakup - India 73% and Overseas 27%
4. All Overseas units in 8 countries are now profitable.
5. Sale proceeds received on sale of units now being used for brownfield expansion and reduction of debts.
6. High CRISIL rating continues : AA⁻

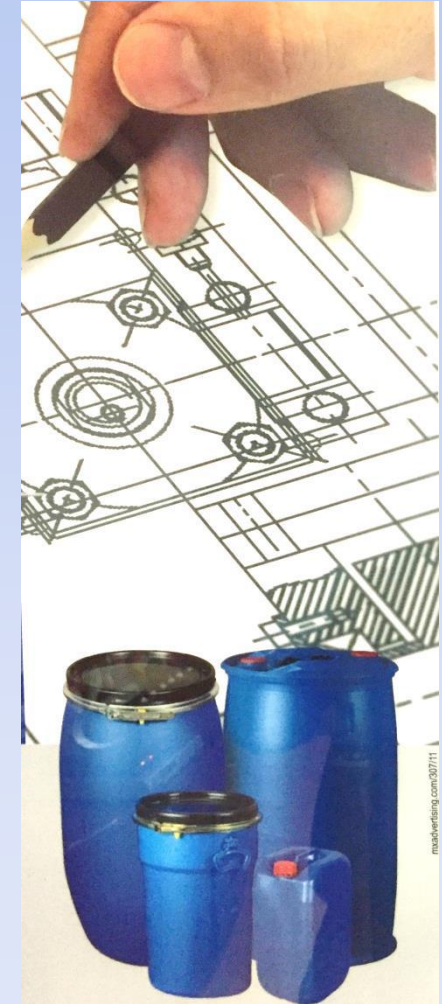
Key Ratios

Sr. No.	Particulars	FY 16	FY 15
1	EBITDA to Net Sales	14.24%	14.00%
2	PAT to Net Sales	5.67%	4.70%
3	Total debts to Equity Ratio	0.64	0.78
4	Debt (Net of Cash) to EBITDA times	1.93	2.15
5	Return on Capital Employed	13.93%	13.51%

Business Segments- Highlights

1. Industrial Packaging – Largest in Asia, Experiencing network benefits

- Largest manufacturer of Industrial Packaging in Asia and MENA Region.
- Second largest Intermediate Bulk Container (IBC) manufacturer in Asia and MENA Region.
- Market leader 8 out of 9 countries, we operate in the region.
- Increasing Strategic tie-ups with MNCs across different countries due to significant presence in the Asia and MENA Region.
- Capacity utilization near 80%, hence brownfield expansions in different locations rolled out.

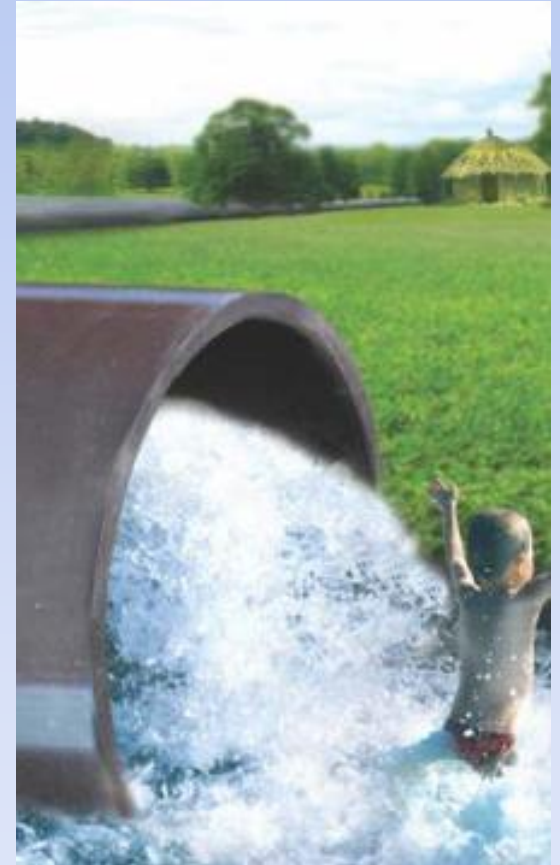


Business Segments- Highlights



2. PE Pipes – Robust Growth due to Govt spending

- Government push on water and sewage projects, Company experienced growth of 22% in FY'16.
- Healthy order book for F.Y. 2017
- Registered and approved in all states by Govt & regulatory bodies
- Expecting growth of over 30% in the year ahead.



Business Segments- Highlights



3. Composite Cylinders – Product Concept established, High Growth

- 100% revenue growth in F.Y. 16.
- Based on high technology, Patented Product. Company is 1 of 2 manufacturers in the world.
- Approved in 16 countries and many more in pipeline.
- Sold in 10 countries and continues to expand.
- Supplied trial order quantity to Indian PSU Oil company.
- Expect 100% growth in FY'17 and future years.



FY ' 17 Expectations



- Overall volume growth expected around 15% in F.Y. '17.
- EBITDA growth to continue.
- Debts will be further reduced.
- Expect improvement in Net Margin & ROCE.



Thank you!

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