



BEARDELL LIMITED

Registered and Corporate Office: 47, Greaves Road, ,Chennai ,Tamil Nadu ,600006

*For immediate release*

**Q3 FY16 Revenue growth: 60% YOY**

**PAT at Rs 4.57 million**

***Prefabricated structures and Packaging businesses***

***both perform strongly***

**Chennai, February 12, 2016:** Beardsell Ltd, a Chennai based manufacturer of Expanded Polystyrene (EPS) products which are used in prefabricated building as well as thermocole packaging, today announced its Q3 and 9M FY16 financial results. The Company which was established in 1936 manufactures EPS under the brand name Quick Build as well as steel prefabricated structures for the commercial and residential segments. The benefits of Quick Build prefab structures as compared to a civil structure include amongst others being more economical, aesthetically more appealing, and stronger with better structural integrity and with a significantly lesser construction time.

Beardsell also manufactures complex thermocole packaging catering to the FMCG, appliance, consumer goods and industrial equipment sectors. The Company has seven manufacturing units across the country.

#### **PERFORMANCE OVERVIEW:**

##### **Oct - Dec 2015 v/s Oct - Dec 2014 - (Q3 FY 16 v/s Q3 FY 15)**

- Net Revenue at ₹ 414.35 million – an increase of 60%
- EBITDA of ₹ 26.87 million with a margin of 6% - an increase of 926%
- Profit before Tax (PBT) at ₹ 7 million
- Profit after tax (PAT) at ₹ 4.57 million compared to a loss of ₹ 8.09 million on a yoy basis
- EPS for Q3 (not annualized) at ₹ 0.97 per share

**April - Dec 2015 v/s April - Dec 2014 - (9M FY 16 v/s 9M FY 15)**

- Net Revenue at ₹ 1,034.85 million – an increase of 19%
- EBITDA of ₹ 79.27 million with a margin of 7.7% - an increase of 203%
- Profit before Tax (PBT) at ₹ 31.66 million
- Profit after tax (PAT) at ₹ 20.58 million compared to a loss of ₹ 15.59 million on a yoy basis
- EPS for 9M (not annualized) at ₹ 4.39 per share

**Commenting on the results, Mr. Bharat Anumolu, Managing Director, Beardsell Ltd said**

*“Over the years Beardsell has become an evolved player in the packaging space commanding a significant marketshare in South and West India catering to the needs of several large FMCG and appliance companies. Our experience and understanding of this space enables us operate in an extremely efficient manner and at desired quality standards.*

*We are also particularly excited about the opportunities for our prefabricated business. We have been witnessing good order flow as well as interest in turnkey projects both from private and government bodies. We are optimistic of good growth for this business on the back of rising acceptance both in the residential and commercial space as people understand the several benefits it offers when compared to the traditional civil structures.*

*As understanding and appreciation grows, we remain confident of progressive financial and operating performance going forward”*

**About Beardsell Limited:**

The Prefabricated business demonstrated encouraging traction on the back of improving order flow and strong execution. Beardsell undertakes turnkey projects under this business across India. Under the prefabricated business the Quick Build business vertical is fast growing and is gaining acceptance because of its wide range of benefits as compared to the traditional concrete/ RCC structures. Quick Build is 5% cheaper than RCC (Reinforced Cement Concrete) and takes 50% less amount of time to build as compared to concrete structures. Apart from that, the structure gives you 4-5% extra carpet space than the traditional concrete walls because of its thinner walls with better durability than the normal civil construction.

Quick Build uses a prefabricated panel that consists of a super-insulated core material with an engineered steel fabric mesh to create a strong and durable monolithic structure.

The Packaging business also continues to deliver steady growth and is enjoying the benefits of scale. With a 300 ton processing capacity the Company is well positioned to absorb costs, more so as the production space is very strategically used for both the packaging and prefab business.



Beardsell has been spearheading the innovations in packaging design and development and has successfully developed cost effective and shock resistant EPS packaging. The anti-static packaging is a pioneering solution designed by the company offers a viable solution for protecting electronic and ordinance items apart from explosive goods. In additions, the company also offers composite packaging which provides a one-vendor solution to their packaging needs.

The Company presently possesses adequate capacity to cater to the increasing demand and does not plan any significant expansions in the near to medium term.

- ENDS –

For further information on the Company please visit [www.beardsell.co.in](http://www.beardsell.co.in)

**Gavin Desa / Snighter Albuquerque**

**CDR India**

Ph: +91 22 6645 1237 / 6645 1250

Fax: +91 22 6645 1213

E-mail: [gavin@cdr-india.com](mailto:gavin@cdr-india.com)

[snighter@cdr-india.com](mailto:snighter@cdr-india.com)

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