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# APAR INDUSTRIES LTD.

SEC/2505/2016 **By Fax & Hand Del.** 25th May, 2016

| | |
|---|---|
| National Stock Exchange of India Ltd.<br>"Exchange Plaza",<br>C-1, Block G,<br>Bandra- Kurla Complex,<br>Bandra (E),<br>**Mumbai – 400 051.**<br><br>**Scrip Symbol : APARINDS**<br><br>**Kind Attn.: The Manager, Listing Dept.** | BSE Ltd.<br>Corporate Relationship Department,<br>27th Floor, Phiroze Jeejeebhoy Towers,<br>Dalal Street,<br>Fort,<br>**Mumbai - 400 001.**<br><br>**Scrip Code : 532259**<br><br>**Kind Attn. : Corporate Relationship Dept.** |

**Sub. : Investor Update**

Dear Sir,

We are sending herewith an Investor Update for the **Fourth Quarter and Financial year ended 31st March, 2016** of the Financial Year ended 2015-16 for the information of members and investors.

Thanking you,

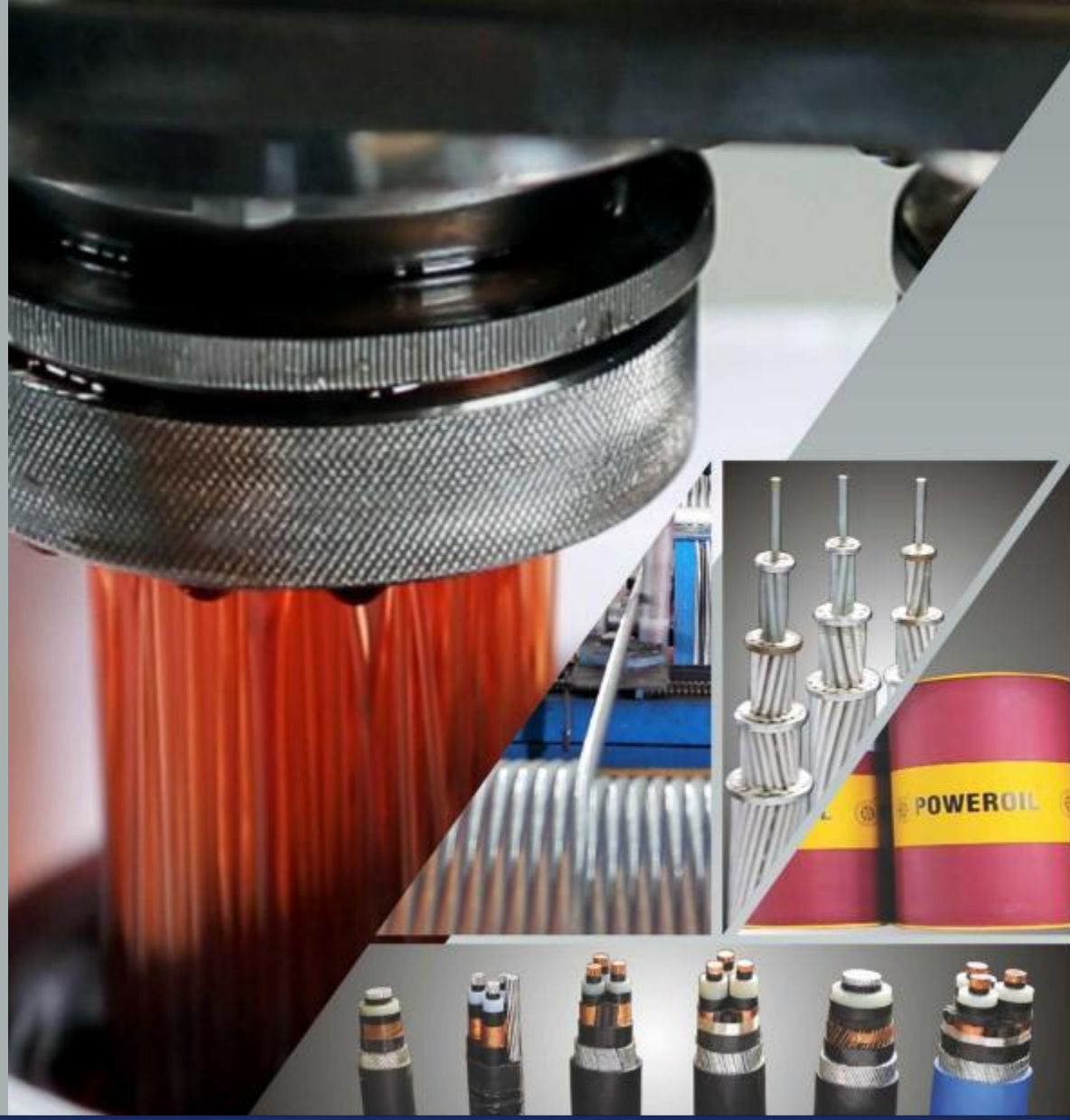
Yours Faithfully,
**For Apar Industries Limited**

**(Sanjaya Kunder)**
**Company Secretary**

**Encl. :** As Above

Tomorrow's Progress Today

# Q4 & FY16 Earnings Presentation




Apar Industries Ltd

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# Key Highlights FY16:
# Strong performance amid challenging market conditions

## Robust growth in profitability - EBITDA & PAT up 44% & 142% YoY, respectively
## Historically high volumes delivered across all three business segments

### Conductors

- Revenue up 10%YoY with 13% YoY increase in volumes despite fall in raw material prices.
- Exports contribution at 40%.
- HEC revenue up at 6.2% of Conductors' revenue from 1.1% in FY15.
- Order book at Rs 1,751 Cr; Increased traction for High efficiency conductors.
- EBITDA (post adj*) up 12% YoY.

### Speciality Oils & Auto Lubes

- Aggregate Volume up 2.6% YoY despite sluggish market conditions & falling Crude prices.
- Domestic demand is picking up, but lacks consistency; expected to further increase on account of UDAY.
- Exports impacted as cash-strapped commodity-driven economies are curtailing T&D investments.
- EBITDA (post adj*) up 104% YoY driven by richer product mix.

### *Cables*

- Revenue up 20% YoY. Uptick in both exports and domestic markets with increased ordering by Defence, Railways, Wind & Solar Companies.
- EBITDA (post adj*) up 25% YoY.

***FY16 Revenue***

***Rs 5,080 Cr***

***EBITDA Margin***

***7.2%***

*Up ~226bps*

***PAT***

***Rs 120 Cr***

*excluding exceptional gain of Rs 43 Cr from treasury shares sale*

* After adjusting open period forex

## Apar is investing Rs 140 Cr in India & $15.5mn (Rs 100 Cr) in overseas plant to fuel future growth.

Setting up Conductors plant in Jharsuguda of 30,000 MT. Strategically located to tap increasing generation capacity in eastern India, along with its proximity to smelters, for logistical benefits.

Setting up a port-based Oil plant at Sharjah, of 100,000 KL which will open up new opportunities like bulk exports and is strategically located in terms of proximity to customers.

Planned capex to expand Power Cable capacity to cater to increasing demand.

# Indian Power Sector, well poised for a take off

- **UDAY (Ujwal DISCOM Assurance Yojana).**
  - **10 states already signed MOU-** Uttarakhand, Uttar Pradesh, Bihar, Rajasthan, Gujarat, Jharkhand, Punjab, Haryana, Jammu & Kashmir and Chhattisgarh have already signed the MOU to join the scheme.
  - **Eight states have issued bonds worth Rs 98,960 Cr under UDAY in FY16.** Bonds worth Rs 1.5-1.75 lakh Cr to be issued in FY17- *Power, Coal, and Renewable Minister Piyush Goyal.*
  - The power ministry has floated a Cabinet note to extend the deadline for the UDAY scheme by one year to enable those states that haven't come on board yet to sign up.
- **Key achievements of FY16:**
  - 28,114 circuit kilometres (ckm) of transmission lines were commissioned, YoY growth of 27% and 118% of target.
  - Similarly, the overall increase in the transformation capacity has been 62,849 MVA, 124% of annual target.
  - Electricity generation was 1107 BU compared to 1049 BU generated in previous year, growth of ~5.6%.
- **Power Grid targeting Rs 22,000-23,000 Cr capex in FY17.**
- **Rs 9,000 Cr Warangal Project expected to be awarded in FY17.**

## Transmission sector progress until Mar 31, 2016:

| System Type | End of 10th plan | End of 11th plan | As on March -16 | End of 12th plan | Expected Addition |
|---|---|---|---|---|---|
| AC transmission Lines(In C Kms) | 1,92,535 | 2,48,049 | 3,28,613 | 3,48,049 | 19,436 |
| HVDC (In C Kms) | 5,872 | 9,432 | 12,938 | 16,872 | 3,934 |
| Total (In C Kms) | 1,98,407 | 2,57,481 | 3,41,551 | 3,64,921 | 23,370 |
| AC Substations Transformation Capacity (In MVA) | 2,49,439 | 3,99,801 | 6,43,949 | 6,69,801 | 25,852 |
| HVDC (In MVA) | 8,200 | 9,750 | 15,000 | 22,500 | 7,500 |
| Total (In MVA) | 2,57,639 | 4,09,551 | 6,58,949 | 6,92,301 | 33,352 |
| Inter-regional transmission Capacity (In MW) | 14,050 | 27,750 | 58,050 | 65,550 | 7,500 |

Source: CEA Website

## T&D Orders received by key Players in FY16

| Company | Order Value (Rs Cr) |
|---|---|
| Larsen & Toubro | 17,283 |
| Power Grid | 13,032 |
| Kalpataru Power Transmission Ltd | 7,066 |
| KEC International | 6,304 |
| Adani | 3,666 |
| Sterlite Grid | 2,996 |
| Crompton Greaves | 1,249 |
| Alstom | 1,063 |
| ABB | 475 |
| Others | 288 |
| **Total** | **53,422** |

Source: BSE Website

# Financial Performance

Business performance

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# FY16 (Consol): Margins up & volumes at record levels across segments

Figures in Rs Cr

| Consolidated | Revenue | EBITDA (Margin %) | PAT* (Margin %) |
|---|---|---|---|
| **FY16** | 5,080 | 367 (7.2%) | 120 (2.4%) |
| | ↓ 1% | ↑ 44% | ↑ 142% |
| **FY15** | 5,122 | 254 (5.0%) | 50 (1.0%) |

* After adjusting exceptional gains

- Revenue marginally impacted due to effect of decline in crude oil prices on Specialty Oils' revenue. However, growth in Cables and Conductors of 20% & 10%, respectively, helps revenue.
- Volumes increased across all segments with each segment at historically highest levels.
- EBITDA up 44% YoY; EBITDA Margin expands by 226bps driven by increased profitability across all businesses due to growth in range of new generation high margin products.
- PAT up from Rs 50 Cr in FY15 to Rs 120 Cr, PAT Margin at 2.4% compared to 1.0% in FY15.
  - Excludes exceptional gain of Rs 43 Cr on the sale of treasury shares.

# Q4 FY16 (Consol): Higher margins sustained in the current quarter

Figures in Rs Cr

| Consolidated | Revenue | EBITDA (Margin %) | PAT (Margin %) |
|---|---|---|---|
| **Q4 FY16** | 1,347 | 94 (7.0%) | 39 (2.9%) |
| | 1% | 111% | 332% |
| **Q4 FY15** | 1,354 | 44 (3.3%) | 9 (0.7%) |

- Slight impact on revenue for Oil division from lower Crude oil prices, impact mostly offset by growth in Cables' and Conductors' revenue.
- Consolidated EBITDA up over 2X as all businesses report strong growth in profits. EBITDA Margins up 370bps at 7%.
- PAT up from Rs 9 Cr in Q4FY15 to Rs 39 Cr in Q4FY16. PAT Margin at 2.9% compared to 0.7% in Q4FY15.

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# Conductors: Revenue up 10% & volumes up 13%

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA per MT (Rs per MT) | EBITDA (post adj*) | EBITDA post adj* (Rs per MT) |
|---|---|---|---|---|---|
| **FY16** | 2,550 | 142 (5.6%) | 8,347 | 129 (5.1%) | 7,606 |
| | ↑ 10% | ↑ 13% | ↓ 0% | ↑ 12% | ↓ 1% |
| **FY15** | 2,320 | 125 (5.4%) | 8,384 | 116 (5.0%) | 7,698 |

* After adjusting open period forex

- Revenue growth at 10% with export contribution at 40% in FY16.
  - FY16 volumes grew by 13% to reach 170,070 tonnes compared to 150,557 tonnes in FY15.
- EBITDA per MT, post forex adjustment, has declined marginally by 1%, as the orders executed in the first half of the year were booked at a time of aggressive pricing.
- HEC revenue up at 6.2% of overall Conductors' revenue in FY16, from 1.1% in FY15, as the company grew its presence in the segment.

# Conductors EBITDA per ton reaches Rs 9,705

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA per MT (Rs per MT) | EBITDA (post adj*) | EBITDA post adj* (Rs per MT) |
|---|---|---|---|---|---|
| **Q4 FY16** | 715 | 49 (6.8%) | 9,719 | 49 (6.8%) | 9,705 |
| | 6% | 210% | 163% | 144% | 107% |
| **Q4 FY15** | 675 | 16 (2.3%) | 3,700 | 20 (3.0%) | 4,696 |

* After adjusting open period forex

- Revenue up by 6% YoY in the quarter.
  - High Temperature Low Sag (HTLS) business is picking up with multiple projects executed in the quarter.
  - Awarded a trophy from PGCIL for HTLS Conductors development.
  - Conventional segment continues to be competitive especially due to Reverse Auctioning in the current Tariff Based Competitive Bidding system.
- Order book at Rs 1,751 Cr as on Mar 31, 2016 compared to Rs 1,809 Cr as on Dec 31, 2015.
  - Export orders comprised 29% of order book.
- EBITDA per MT, post forex adjustment, reaches Rs 9,705 from Rs 4,696 in Q4FY15.
- Operations at 100% capacity utilization.

# Specialty Oils: Significant improvement in margins

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA (Rs per KL) | EBITDA (post adj*) | EBITDA post adj* (Rs per KL) | Volume (KL) |
|---|---|---|---|---|---|---|
| **FY16** | 1,841 | 204 (11.1%) | 6,067 | 182 (9.9%) | 5,407 | 336,526 |
| | ↓ 18% | ↑ 89% | ↑ 84% | ↑ 104% | ↑ 99% | ↑ 2.6% |
| **FY15** | 2,251 | 108 (4.8%) | 3,300 | 89 (4.0%) | 2,722 | 328,123 |

* After adjusting open period forex

- Revenue impacted on account of falling crude oil prices (lowering realizations) and sluggish market conditions.
  - Export market impacted by delayed T&D orders from cash strapped commodity driven emerging economies.
  - Domestic market depicting positive signs, however lacks consistency.
- Volumes for FY16 at 336,526 KL, up 2.6% from 328,123 in FY15.
- EBITDA per KL, after forex adjustment for the year, increased significantly, driven by lower base oil costs, sale of richer product mix, disciplined pricing and good client mix.

# Specialty Oils: Margins continue to be higher in Q4FY16

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA (Rs per KL) | EBITDA (post adj*) | EBITDA post adj* (Rs per KL) | Volume (KL) |
|---|---|---|---|---|---|---|
| **Q4FY16** | 437 | 42 (9.6%) | 4,719 | 41 (9.3%) | 4,561 | 89,004 |
| | ↓ 14% | ↑ 93% | ↑ 87% | ↑ 55% | ↑ 50% | ↑ 3.4% |
| **Q4FY15** | 505 | 22 (4.3%) | 2,530 | 26 (5.2%) | 3,048 | 86,063 |

* After adjusting open period forex

- Revenue declined due to falling raw material prices.
- However, volumes for the quarter up 3.4% at 89,004 KL, from 86,063 KL in Q4FY15, driven by rubber processing oil, auto lubricants and white oils.
- EBITDA per KL, after forex adjustment for the quarter, increased 50% to reach Rs 4,561 per KL. Margins have normalised down through the year.
- Setting up a port-based plant at Hamriyah, Sharjah, of 100,000 KL capacity at an investment of ~ Rs 100 Cr . This will add new opportunities like bulk exports and is strategically located in terms of proximity to customers.

# Auto Lubes: Strategic initiatives drive growth in lacklustre domestic market

- Automotive segment delivered 2.9% volume growth in FY16 to reach a volume high of 23,480 KL, despite demand from the rural sector being especially low.
- Profitability in the segment continues to be relatively better due to improved product mix, clients mix, disciplined pricing and lower raw material cost.
- Expansion of distribution network and increase share of higher-margin products.
- Likely positive outlook for Auto Sector: According to SIAM, Passenger vehicle sales are projected to grow between 6-8% and motorcycle sales to grow between 0-3% compared to negative growth in FY16.

# Cables maintain strong growth with improved profitability

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA (post adj*) |
|---|---|---|---|
| **FY16** | 675 | 42 (6.2%) | 38 (5.7%) |
| | 20% | 22% | 25% |
| **FY15** | 560 | 34 (6.1%) | 31 (5.5%) |

* After adjusting open period forex

- Revenue up 20% at Rs 675 Cr driven by Elastomeric and Power Cables segments. These segments grew by 68% and 24%, respectively.
- EBITDA margins post forex adjustment up 20 basis points from 5.5% in FY15 to 5.7% in FY16.
- Apar strengthened its leadership position emerging as the largest manufacturer of wind and solar cables with increased ordering.
- Power, Railways and Defence along with Wind and Solar sectors, will be the key drivers of future growth.
- Larger provisioning in books to address legacy residual contract execution issues.

# Cables revenue up 13%, planning capex to fuel further growth

Figures in Rs Cr, Consolidated Financials

| | Revenue | EBITDA (Margin %) | EBITDA (post adj*) | Order Book |
|---|---|---|---|---|
| **Q4 FY16** | 195 | 9 (4.7%) | 9 (4.8%) | 199 |
| | ↑ 13% | ↓ 13% | ↓ 20% | ↑ 8% |
| **Q4 FY15** | 172 | 10 (6.1%) | 12 (6.8%) | 184 |

* After adjusting open period forex

- Revenue up 13% led by 52% & 35% growth in Elastomeric and Power Cables, respectively.
- EBITDA margin, post forex adjustment, impacted due to one time write off of bad debts. EBITDA Margin excluding the one time write off is at 7%.
- Order book as on March 31, 2016 up 8% to reach Rs 199 Cr versus Rs 184 Cr in the previous year.
- With improving demand in power cables, Apar is operating at full capacity and is planning a capex investment to cater to the increasing demand and further increase the profitability.
- Optical Fibre cable segment has subdued demand as the offtake from BSNL, BBNL and private telcos remains low.

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# Global leader in Conductors & Transformer Oils

## Dominating global presence in power transmission & distribution

- 4th largest transformer oil manufacturer and among top 5 conductors manufacturer in the world

## Diverse Portfolio

- Over 400 types of specialty and automotive oils; largest range of conventional and new generation conductors and a comprehensive range of power and telecommunication cables

## Driving growth through innovation

- Pioneer in adoption of new technologies and development of value added products creating new market segments through in-house research & development programmes

## Trusted by prominent customers

- Multi-year relationships with Indian and global majors. Exports to 100 countries; plants strategically located close to ports in India

## Strong Alliances

- Brand and manufacturing alliance with global energy leader ENI S.P.A Italy and technical alliance with CTC Global (USA) for manufacture of new generation carbon composite conductors

## Expanding growth canvas on the back of robust financials

- Successfully entering and expanding new markets and business segments
- 11% 5-year CAGR in revenues, 14% 5 yr CAGR in EBITDA

# With established presence across diverse businesses

## Conductors

23% market share
Total Capacity: 150,000MTA
Silvassa : 82629MT
Umbergaon : 20868MT
Athola : 46000MT

50% revenue contribution

Since 1958

## Specialty Oils

Transformer oil 45% market share
Total Capacity:4,42,000KL
Rabale : 222,000KL
Silvassa : 220,000 KL

36% revenue contribution

Since 1969

## Cables

Acquired Uniflex in 2008
Grew sales from Rs 129 Cr to Rs 675 Cr

13% revenue contribution

Since 2008

## Auto Lubes

Licensing Agreement with ENI, Italy for ENI brand
Successful national rollout
Registered sales of Rs 263 Cr in FY16

5% revenue contribution

Since 2007

# Competitive strengths

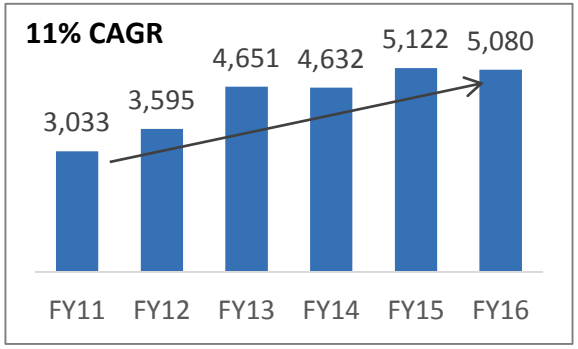
| Market Leader in key segments | Best in class technology & diversified products | Strong relationships with large clientele | Strong export market | Diversified into new business for growth |
|---|---|---|---|---|
| • Top 5 largest producer in conductors and Sp Oil in the world.<br>• 60% market share in power transformer oil and 40% in distribution transformer oil in India.<br>• Among largest bare overhead aluminum conductor manufacturers in India with market share of 23%. | • Technology tie up with CTC-Global, USA for ACCC conductors.<br>• Pioneer in Aluminum alloy rod and conductors in India.<br>• Manufactures over 400 different types of Specialty Oils.<br>• Launched India's most advanced E-beam facility; will help make superior cables.<br>• Among first to test successfully 765KV & 800KV conductors in India.<br>• Best in class in-house R&D center and NABL accredited QC labs. | • Preferred supplier to over 80 % of its speciality oil customers in India.<br>• Product & plant approvals from many large clients across the globe.<br>• Supplies conductors to all top 25 global turnkey operators and leading utilities. | • Exports to over 100 countries across the world.<br>• Exports at 34% of total sales in FY16.<br>• Developed green field conductor plant in Athola with focus on exports.<br>• Largest Indian conductor exporter.<br>• Developing export market in new territories. Exported conductors to USA, EU, middle east, Africa and Latin America. | • Entered Auto lubes in 2007 under ENI brand through Licensing Agreement with ENI Italy.<br>• Acquired Uniflex to enter Cables business.<br>• Has setup Electron Beam irradiation facility for cables and other products. |

# Maintained strong revenue growth over the years

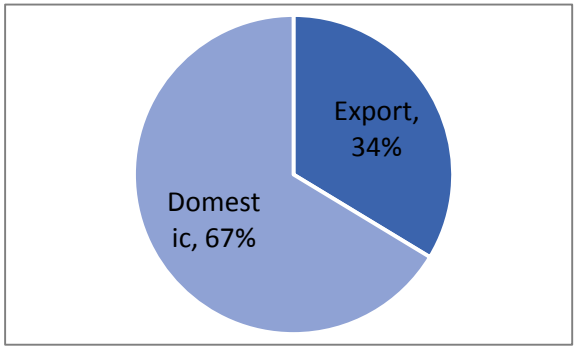
**Achieved 11% Revenue CAGR driven by strong growth in Cables and Conductors business. .**

Figures in Rs Cr

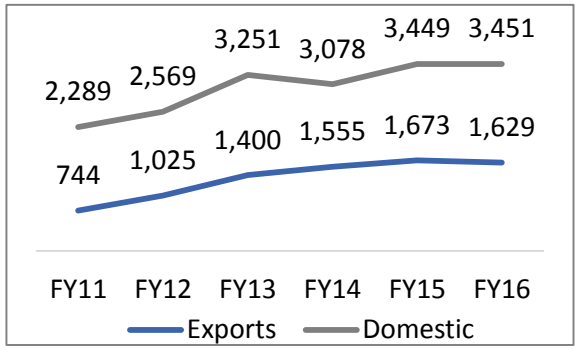
## Consolidated Revenue



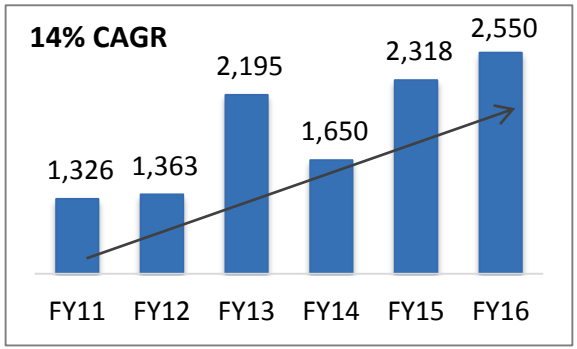

## Revenue Geographic Break-up



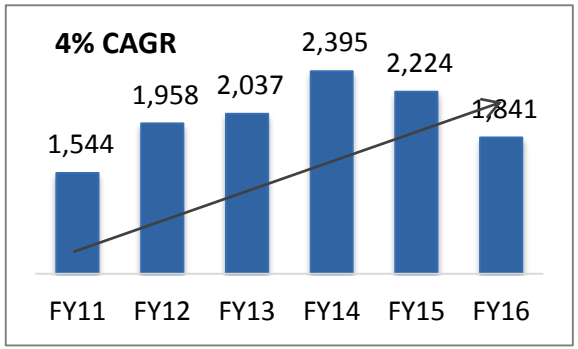

## Exports grew at 17% CAGR



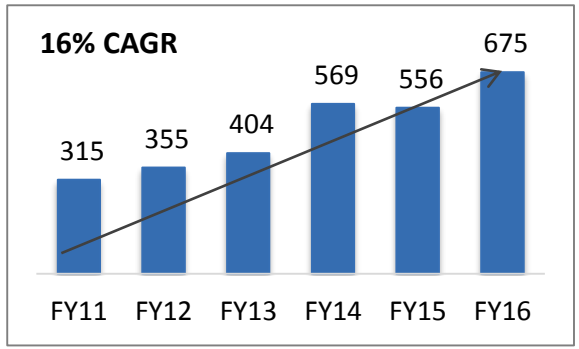

## Conductors




## Specialty Oils

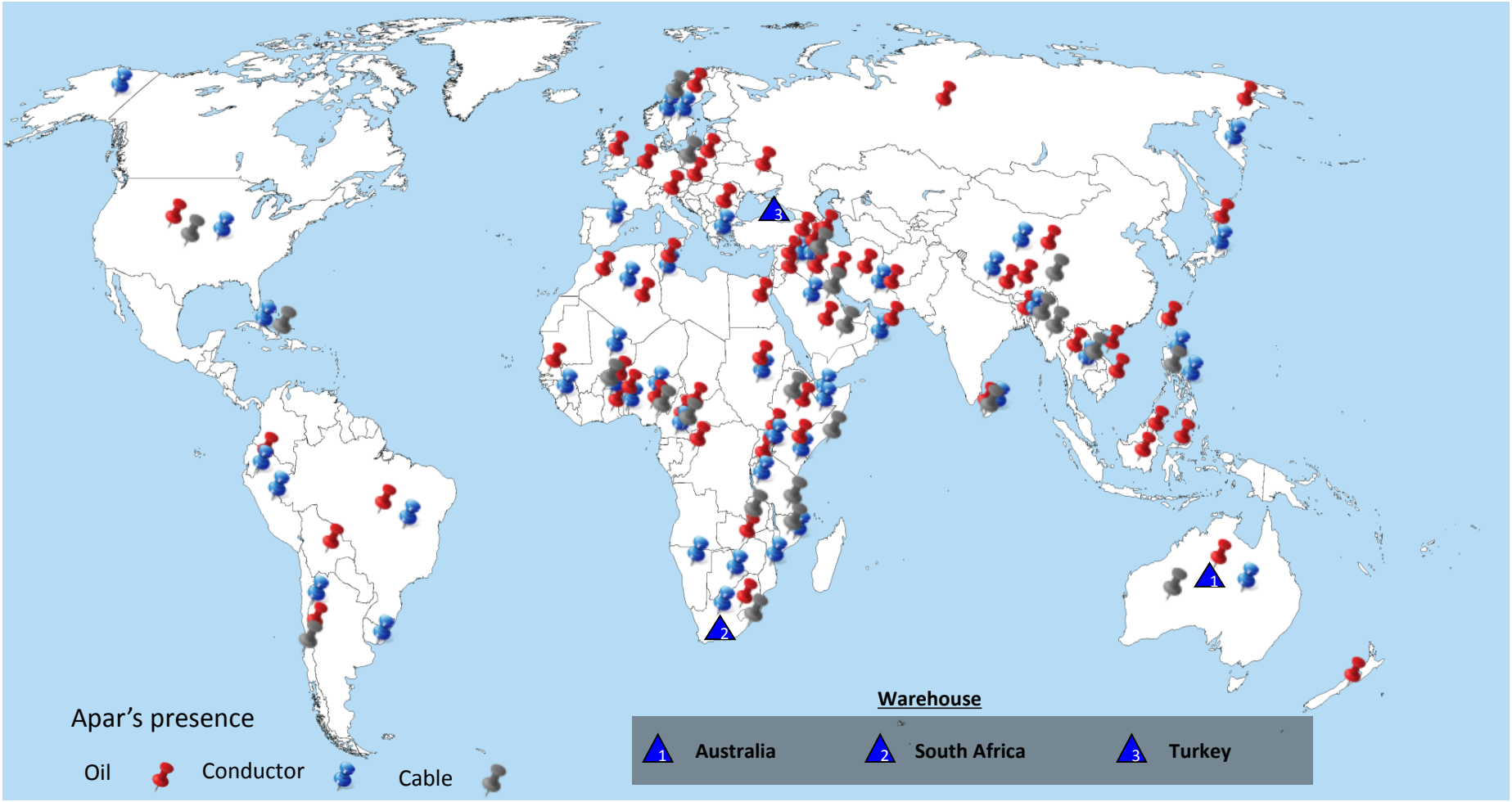



## Cables



# Huge global presence driving exports

## Presence in 100 countries resulting in 17% 5yr CAGR in exports




- Adopted a hub and spoke manufacturing and distribution model for specialty oils - allows efficient delivery cycles to global transformer OEM's across Asia, Africa and Australia
- Presence in over 100 countries with a focus on South East Asia, Middle east, Africa and South America

Financial Performance

Business Performance

Company Overview

# Annexure

# Q4 & FY16 : Profit & Loss Statement

| | Standalone | | | | | | | | Consolidated | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Particulars (Rs Cr)** | **Q4 FY16** | **Q4 FY15** | **% Chg YoY** | **Q3 FY16** | **% Chg QoQ** | **FY16** | **FY15** | **% Chg YoY** | **FY16** | **FY15** | **% Chg YoY** |
| **Net sales** | **1,316.8** | **1,323.8** | (0.5%) | **1,179.7** | **11.6%** | **4,978.3** | **4,968.7** | **0.2%** | **5,046.8** | **5,078.8** | **(0.6%)** |
| Other Operating Income | 8.2 | 14.2 | (42.1%) | 6.5 | 26.2% | 31.6 | 42.3 | (25.2%) | 33.2 | 43.0 | (22.8%) |
| **Total Operating Income** | **1,325.0** | **1,338.0** | **(1.0%)** | **1,186.2** | **11.7%** | **5,010.0** | **5,011.0** | **(0.0%)** | **5,080.0** | **5,121.9** | **(0.8%)** |
| Total Expenditure | 1,234.2 | 1,293.6 | (4.6%) | 1,104.2 | 11.8% | 4,654.3 | 4,769.7 | (2.4%) | 4,716.7 | 4,869.9 | (3.1%) |
| Cost of Raw Materials | 1,022.5 | 1,096.5 | (6.7%) | 878.3 | 16.4% | 3,824.4 | 3,985.9 | (4.1%) | 3,881.8 | 4,085.1 | (5.0%) |
| Employees Cost | 22.5 | 17.5 | 28.6% | 22.6 | (0.4%) | 90.7 | 70.0 | 29.6% | 91.4 | 79.4 | 15.1% |
| Other Expenditure | 189.5 | 179.6 | 5.5% | 203.4 | (6.8%) | 739.7 | 713.8 | 3.6% | 744.0 | 705.4 | 5.5% |
| Transfer to Capital Asset | 0.3 | 0.0 | NM | 0.1 | 200.0% | 0.5 | 0.0 | NM | 0.5 | 0.0 | NM |
| **Profit from operations before other income, finance costs and exceptional items** | **90.8** | **44.4** | **104.4%** | **82.0** | **10.7%** | **355.6** | **241.2** | **47.4%** | **363.3** | **252.0** | **44.1%** |
| Other Income | 0.4 | 0.1 | 300.0% | 1.7 | (76.5%) | 3.4 | 8.4 | (59.5%) | 3.4 | 1.8 | 88.9% |
| **EBITDA** | **91.2** | **44.5** | **104.8%** | **83.7** | **8.9%** | **359.0** | **249.6** | **43.8%** | **366.7** | **253.8** | **44.5%** |
| Depreciation | 10.0 | 8.2 | 21.9% | 9.5 | 5.3% | 37.7 | 31.0 | 21.6% | 37.8 | 31.2 | 21.0% |
| **EBIT** | **81.2** | **36.3** | **123.8%** | **74.2** | **9.5%** | **321.3** | **218.6** | **47.0%** | **328.9** | **222.6** | **47.8%** |
| Interest & Finance charges | 21.1 | 16.4 | 28.7% | 25.8 | (18.2%) | 83.8 | 65.4 | 28.0% | 83.6 | 65.2 | 28.2% |
| Applicable net loss on foreign currency transactions and translation | 7.2 | 5.5 | 30.9% | 10.4 | (30.8%) | 67.8 | 84.7 | (19.9%) | 67.8 | 84.7 | (19.9%) |
| **Profit from ordinary activities after finance costs but before exceptional items** | **52.9** | **14.4** | **267%** | **38.0** | **39.2%** | **169.8** | **68.5** | **147.9%** | **177.5** | **72.7** | **144.1%** |
| Exceptional items | - | 0.3 | NM | -43.2 | NM | -43.2 | 0.3 | NM | -43.2 | 0.2 | NM |
| **PBT** | **52.9** | **14.1** | **275.0%** | **81.2** | **(34.8%)** | **212.9** | **68.2** | **212.0%** | **220.7** | **72.5** | **204.4%** |
| Tax Expense | 16.0 | 5.0 | 220.0% | 13.1 | 22.1% | 55.9 | 20.4 | 174.0% | 57.1 | 23.1 | 147.2% |
| **Net Profit** | **36.9** | **9.2** | **301.1%** | **68.0** | **(45.8%)** | **157.0** | **47.9** | **228.0%** | **163.6** | **49.4** | **231.0%** |
| **Minority Interest (profit)/loss** | - | - | - | - | - | - | - | - | (0.8) | 0.1 | NM |
| **Net Profit after taxes, minority interest** | **36.9** | **9.2** | **301.1%** | **68.0** | **(45.8%)** | **157.0** | **47.9** | **228.0%** | **162.8** | **49.5** | **228.9%** |

# Q4 & FY16 Key Ratios

| | Standalone | | | | | Consolidated | |
|---|---|---|---|---|---|---|---|
| **Key Ratios (%)** | **Q4 FY16** | **Q4 FY15** | **Q3 FY16** | **FY16** | **FY15** | **FY16** | **FY15** |
| EBITDA Margin | 6.9% | 3.3% | 7.1% | 7.2% | 5.0% | 7.2% | 5.0% |
| Net Margin | 2.8% | 0.7% | 5.7% | 3.1% | 1.0% | 3.2% | 1.0% |
| Total Expenditure/ Total Operating Income | 93.1% | 96.7% | 93.1% | 92.9% | 95.2% | 92.8% | 95.1% |
| Raw Material Cost/ Total Operating Income | 77.2% | 82.0% | 74.0% | 76.3% | 79.5% | 76.4% | 79.8% |
| Staff Cost/ Total Operating Income | 1.7% | 1.3% | 1.9% | 1.8% | 1.4% | 1.8% | 1.5% |
| Other Expenditure/ Total Operating Income | 14.3% | 13.4% | 17.1% | 14.8% | 14.2% | 14.6% | 13.8% |

# Balance Sheet Statement – Consolidated : FY16

| Balance Sheet | FY16 | FY15 |
|---|---|---|
| **Liabilities** | | |
| **Total Shareholder's Funds** | **859.3** | **729.8** |
| Minority Interest | 1.7 | 1.2 |
| Non-current Liabilities: | | |
| (a) Long-term borrowings | 83.7 | 94.8 |
| (b) Deferred tax liabilities (net) | 31.3 | 27.4 |
| (c) Other-long term liabilities | 2.3 | 2.2 |
| (d) Long-term provisions | 3.5 | 4.0 |
| **Total Non-Current Liabilities** | **120.8** | **128.4** |
| Current Liabilities: | | |
| (a) Short-term borrowings | 263.8 | 386.7 |
| (b) Trade payables | 1,405.5 | 1,573.0 |
| (c) Other current liabilities | 139.1 | 121.0 |
| (d) Short-term provisions | 2.4 | 15.8 |
| **Total Current Liabilities** | **1,810.8** | **2,096.5** |
| **Total Liabilities** | **2,792.6** | **2,955.9** |
| Assets | | |
| **Total Non-Current Assets** | **530.5** | **449.6** |
| Current Assets: | | |
| (a) Current investments | 109.1 | 5.3 |
| (b) Inventories | 774.9 | 944.3 |
| (c) Trade receivables | 1,088.8 | 1,267.0 |
| (d) Cash and bank balances | 137.0 | 100.5 |
| (e) Short-term loans and advances | 147.2 | 150.7 |
| (f) Other current assets | 5.1 | 38.6 |
| **Total Current Assets** | **2,262.1** | **2,506.3** |
| **Total Assets** | **2,792.6** | **2,955.9** |

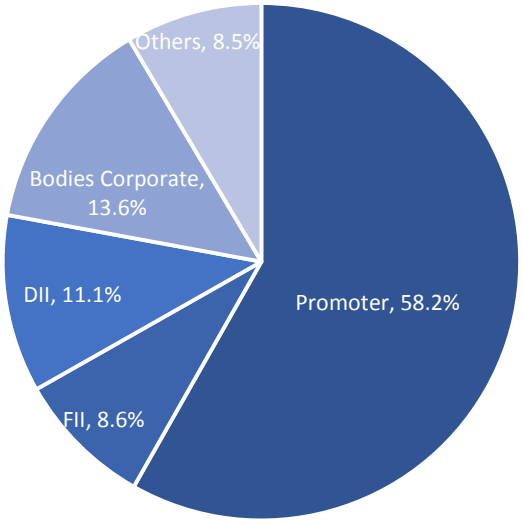
# Q4 & FY16 : Segment Analysis

| | Standalone | | | | | | | | Consolidated | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Segment (Rs Cr)** | **Q4 FY16** | **Q4 FY15** | **%YoY** | **Q3 FY16** | **% QoQ** | **FY16** | **FY15** | **% Chg YoY** | **FY16** | **FY15** | **% Chg YoY** |
| **Revenue** | | | | | | | | | | | |
| Conductors | 714.9 | 674.6 | 6.0% | 542.0 | 31.9% | 2,550.5 | 2,320.1 | 9.9% | 2,550.5 | 2,320.1 | 9.9% |
| Transformer & Specialty Oils | 415.2 | 487.3 | (14.8%) | 434.8 | (4.5%) | 1,770.6 | 2,115.2 | (16.3%) | 1,840.6 | 2,251.0 | (18.2%) |
| Power & Telecom Cables | 195.0 | 171.9 | 13.5% | 205.9 | (5.3%) | 674.7 | 560.1 | 20.5% | 674.7 | 560.1 | 20.5% |
| **Others/Unallocated** | 5.6 | 5.8 | (3.6%) | 7.1 | (21.1%) | 28.4 | 23.4 | 21.4% | 28.4 | 23.4 | 21.4% |
| **Total** | 1,330.8 | 1,339.6 | -0.7% | 1,189.8 | 11.9% | 5,024.2 | 5,018.8 | 0.1% | 5,094.2 | 5,154.6 | (1.2%) |
| Less: Inter - Segment Revenue | 5.8 | 1.6 | 262.5% | 3.6 | 61.1% | 14.2 | 7.8 | 81.8% | 14.2 | 32.7 | (56.6%) |
| **Revenue from Operations** | 1,325.0 | 1,338.0 | (1.0%) | 1,186.2 | 11.7% | 5,010.0 | 5,011.0 | (0.0%) | 5,080.0 | 5,121.9 | (0.8%) |
| **Segment Results before Interest and Tax** | - | - | 0.0% | - | 0.0% | - | - | 0.0% | - | - | 0.0% |
| Conductors | 45.6 | 14.0 | 226.5% | 25.1 | 81.9% | 130.9 | 117.4 | 11.5% | 130.9 | 117.4 | 11.5% |
| Transformer & Specialty Oils | 37.0 | 20.3 | 82.3% | 41.4 | (10.7%) | 187.2 | 98.1 | 90.9% | 194.8 | 102.1 | 90.8% |
| Power and Telecom Cables | 5.4 | 6.3 | (14.3%) | 13.5 | (59.8%) | 27.7 | 20.1 | 37.8% | 27.7 | 20.1 | 37.8% |
| **Others/Unallocated** | 0.7 | 0.5 | 40.0% | 0.6 | 16.7% | 2.3 | 2.1 | 9.5% | 2.3 | 2.1 | 9.5% |
| **Total** | 88.7 | 41.1 | 115.9% | 80.5 | 10.1% | 348.1 | 237.6 | 46.5% | 355.6 | 241.6 | 47.2% |
| **Less : Finance costs (net)** | 28.3 | 21.9 | 29.2% | 36.2 | (21.8%) | 151.6 | 150.1 | 1.0% | 151.4 | 149.9 | 1.0% |
| Less : Unallocable expenditure net of income | 7.5 | 5.0 | 50.0% | -36.8 | NM | -16.4 | 19.3 | NM | -16.4 | 19.3 | NM |
| Profit before Tax | 52.9 | 14.2 | 272.5% | 81.2 | (34.8%) | 212.9 | 68.2 | 212.0% | 220.6 | 72.5 | 204.5% |
| **Segment Results – % to Segment Revenue** | | | | | | | | | | | |
| Conductors | 6.4% | 2.1% | | 4.6% | | 5.1% | 5.1% | | 5.1% | 5.1% | |
| Transformer & Specialty Oils | 8.9% | 4.2% | | 9.5% | | 10.6% | 4.6% | | 10.6% | 4.5% | |
| Power and Telecom Cables | 2.8% | 3.7% | | 6.5% | | 4.1% | 3.6% | | 4.1% | 3.6% | |
| Total | 6.7% | 3.1% | | 6.8% | | 6.9% | 4.7% | | 7.0% | 4.7% | |

| **Segment contribution- as % to total revenue** | **Q4 FY16** | **Q4 FY15** | **Q3 FY16** | **FY16** | **FY15** | **FY16** | **FY15** |
|---|---|---|---|---|---|---|---|
| Conductors | 53.7% | 50.4% | 45.6% | 50.8% | 46.2% | 50.1% | 45.0% |
| Transformer & Specialty Oils | 31.2% | 36.4% | 36.5% | 35.2% | 42.1% | 36.1% | 43.7% |
| Power and Telecom Cables | 14.7% | 12.8% | 17.3% | 13.4% | 11.2% | 13.2% | 10.9% |

# Shareholding pattern

**As on March 31, 2016**
**Outstanding shares – 3,84,96,769**




| Major Non-Promoter Shareholders | Shareholding (%) |
|---|---|
| Templeton Strategic Emerging Markets Funds | 9.45 |
| HDFC Trustee company | 6.77 |
| Reliance Capital | 3.50 |
| Goldman Sachs | 2.94 |
| Raiffeisen Kapitalanlage | 2.54 |
| FIL Investments (Mauritius) Ltd. | 1.78 |

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