



Quarterly Earnings Release | Q4 FY18

Mumbai, May 16th, 2018: GMM Pfaudler (GMMP) a leading supplier of process equipment to the pharmaceutical and chemical industry segments today announced its **fourth quarter (Q4FY18) and full year (FY18) results for the period ended March 31st, 2018**

Financial Performance

Standalone Q4FY18 review (Y/Y %)

- Total Operating revenue was Rs.879 million (mn) as compared to Rs.869 mn during Q4FY17, reflecting an increase of 1%.
- Total Operating revenue net of excise duty was Rs.879 mn as compared to Rs.795 mn during Q4FY17, reflecting an increase of 11%.
- EBITDA stood at Rs.144 mn as compared to Rs.107 mn during Q4FY17, reflecting an increase of 34%.
- EBITDA Margin at 16% for Q4FY18 as against 12% in Q4FY17.
- Net profit stood at Rs.84 mn for Q4FY18 as compared to Rs.74 mn in Q4FY17, reflecting an increase of 14%.

Standalone FY18 review (Y/Y %)

- Total Operating revenue was Rs.3,177 mn as compared to Rs.2,914 mn during FY17, reflecting an increase of 9%.
- Total Operating revenue net of excise duty was Rs.3,124 mn as compared to Rs.2,663 mn during FY17, reflecting an increase of 17%.
- EBITDA stood at Rs.462 mn as compared to Rs.408 mn during FY17, reflecting an increase of 13%.
- EBITDA Margin at 15% for FY18 as against 14% in FY17
- Net profit stood at Rs.284 mn for FY18 as compared to Rs.261 mn in FY17, reflecting an increase of 9%.

Management Comment

Commenting on the Company's performance for FY18, Mr. Tarak Patel, Managing Director said *"We had a healthy performance in this quarter with revenue growth of 11% and EBITDA growth of 34% over the same period in the previous year. The performance was supported by strong order execution and robust inflow of orders. Overall, we saw strong performance in FY18 owing to robust order inflow, strong execution, focus on cost optimization and favourable product mix."*

He further added "We are confident of continuing the positive performance going forward and have a well-defined strategy in place to propel the company into next leg of growth".

About GMM Pfaudler

GMM Pfaudler (GMMP) is a leading supplier of process equipment to the pharmaceutical and chemical industries. GMMP is the market leader and has more than five decades' experience in manufacturing Glass lined Equipment. Over the years GMMP has diversified its product portfolio to include Mixing Systems, Filtration & Drying Equipment, Engineered Systems and Heavy Engineering Equipment and is today a one stop shop for the chemical process industry. The Company has long standing track record of consistent dividends. For Details please contact www.gmmpfaudler.com

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