

# Q2

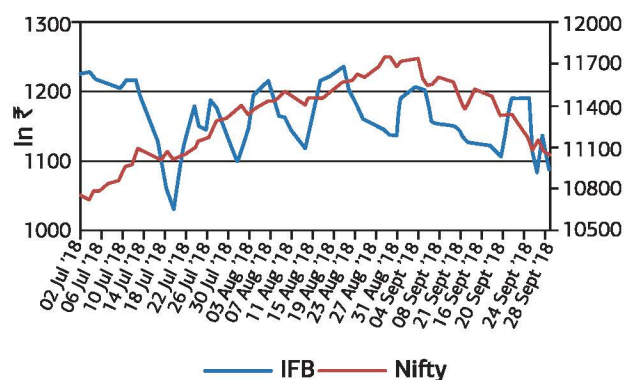
## Financial Report

Quarter Ended 30 September, 2018



### FINANCIAL HIGHLIGHTS

	Q2 ('18-'19)
<b>Total Income</b>	₹659.16 crore
<b>EBDITA</b>	₹44.41 crore
<b>EBDITA (Before Exceptional Gain) Margin</b>	6.7%
<b>EPS</b>	₹8.75
<b>RONW (Annualised)</b>	28.9
<b>ROCE (Annualised)</b>	23.7
<b>Market Capitalisation (As on 30.09.18/NSE)</b>	₹4230.43 crore
<b>Cash &amp; Cash Equivalents</b>	₹80.44 crore
<b>Enterprise Value (EV) (As on 30.09.18)</b>	₹4153 crore
<b>EV/EBDITA</b>	23



IFB vs Nifty—Daily Price Movement Chart

IFB Industries Limited's operations consist of two divisions, Fine Blanking and Appliances. The Fine Blanking Division has two manufacturing facilities, one each at Kolkata and Bangalore. The Appliances Division has its manufacturing facility at Goa. It also imports and markets some of its products from countries around the globe.

## Financial Review

### Profit and Loss

#### Quarter ended Sept, 2018

The Company has reported a total income of ₹659.16 crore, a growth of 8.8% over the corresponding Quarter of the previous year.

The EBDITA (Before Exceptional Gain) Margin stood at 6.7% during the 2nd Quarter of 2018–19 as against 10.7% during the corresponding period of the previous year, which is mainly due to adverse exchange fluctuation and increase in commodity prices.

Exceptional item represents a gain from Compulsory Acquisition of 1578.63 square metres of factory land etc situated at Bangalore by Bangalore Metro Rail Corporation Limited for a gross compensation of ₹19.56 crore.

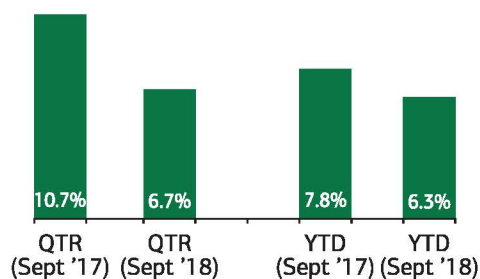
The Company entered into a business transfer agreement on 16 October, 2018 with Ramsons Garment Equipment Private Limited, Ramsons Udhog Private Limited and its Promoters at a consideration of ₹35 crore to acquire the entire 'Industrial Laundry Equipment' business catering to the laundry segment from the two companies mentioned above. IFB Industries Limited has taken control of the business wef 18 October, 2018.

#### YTD period ended Sept '18

The Company has reported a total income of ₹1254.20 crore, a growth of 10.0% over the corresponding Quarter of the previous year.

The EBDITA (Before Exceptional Gain) Margin stood at 6.3% during the 2nd Quarter of 2018–19 as against 7.8% during the corresponding period of the previous year.

#### Trend in Operating Margin



### Balance Sheet

The Company has outstanding term borrowing of ₹13.75 crore (₹7.50 crore is payable next year), buyers' credit of ₹56.65 crore and bill discounting of ₹3.84 crore. Against that it has current investments of ₹67.89 crore and cash and bank balances of ₹83.80 crore. Hence, the Company continues to remain debt free on a net basis as of 30 September, 2018.

### Cash Flow

Cash & Cash Equivalent has increased to ₹80.44 crore vis-à-vis ₹62.41 crore as of 31 March, 2018.

### Outlook

The Indian Rupee has significantly weakened against the Dollar in the Quarter. The Rupee is expected to remain at these levels over the short term with a further negative bias. The Company has been impacted by the depreciation of the Rupee and the additional customs duties in traded products. However, there has been minimal impact on manufactured washers and clothes dryers as the localisation programme on electronic controllers has already been completed.

The impact of the current forex levels and the additional customs duties will be addressed through localisation of the manufacturing in air conditioners and through price increases in the case of microwaves and air conditioners as applicable.



The GST rate revision from the end of July '18 is likely to have a positive impact on customer sentiment over the medium term and the Company had immediately passed on the entire benefit to consumers in line with the changes in rates.

The outlook for our Appliances Division remains positive and customer demand for its products continues to grow. It has a healthy pipeline of new models to be introduced in the 4th Quarter and those already being ramped up from the 3rd Quarter. There are targeted reductions in material costs that are being addressed through projects and, in conjunction with the new model plans, the market growth for the Division will be healthy.

For the Fine Blanking Division, OEMs (both 4-wheelers and 2-wheelers) registered a growth of 3.71% (4-wheelers) and 9.67% (2-wheelers), while IFB grew by 17% and 27% in the respective categories.

**The automotive market is expected to have a subdued growth in the 3rd Quarter on account of following reasons:**

- 1) Increase in oil prices.
- 2) Increase in Dollar rates (leading to import content cost going higher).
- 3) Closure of OEMs during the last week of December for annual maintenance.

**The Appliances Division**

The Division has a differentiated range of products, covering both domestic appliances and industrial application categories. These are washing machines, special commercial laundry equipment for dry cleaning and other finishing equipment (like ironers etc), microwave ovens, dishwashers, clothes dryers, modular kitchens, kitchen appliances (hobs, chimneys and built in ovens) and air conditioners. With the introduction of the new range from the recently acquired business from Ramsons, the Division also has a complete commercial laundry solution range.

The updates at the end of the 2nd Quarter on the products and the relative market position of our future plans are as given.

**Washing Category**

• **Front Loaders (Domestic Segment)**  
A new range of models was introduced in the 2nd Quarter. The range has been well received in the market. In addition, another set of models will be introduced in the 4th Quarter of this year. These model changeovers will address the range's needs for both the online and offline spaces and also the Company's own retail network of IFB Points.

The Company continues to maintain dominant market share and the range addresses the full spectrum of performance features needed by Indian consumers.

As on date, the product development work is focused on water and energy efficiency, AI and IoT capabilities and user-interface designs, including apps that will be introduced from the 3rd Quarter of this fiscal year.



#### • Top Loaders (Domestic Segment)

In the 1st and 2nd Quarters, the warranty for the top loaders was upgraded to 4 years, in line with the warranty offered on our front loaders. This has been well received and the average 2nd Quarter sales rose to ~24,000 per month. We had earlier set a target of ~25,000–30,000 units per month from the 3rd Quarter onwards and we are on target to achieve it.

The Company is also progressing on the development of a 6 kg capacity top loader as shared earlier. It is slated to be introduced in the 1st Quarter of the next year, once we have completely placed the present models across our recently developed distribution network. This will ensure that the new 6 kg introduction gives the Company incremental volumes over and above the volume targets set with the present range.

#### • Clothes Dryers and Dishwashers (Domestic Segment)

The clothes dryer and dishwasher segments are growing for the Company. For dishwashers, in the 2nd Quarter, we have undertaken additional promotional placements as well as demo unit placements in larger retail outlets and at IFB Points. The digital segments are growing significantly.

In the 2nd Quarter, we also rolled out an initiative through the IFB Points to connect with our existing customer base in order to encourage people to upgrade to newer models. This is expected to bring significant benefits in volumes in the dishwasher and clothes dryer categories.

#### • Industrial Segment (Dishwashing and Laundry Equipment)

IFB covers the full range in the categories of glass washers, under-counter dishwashers as well as hood type and rack conveyor type dishwashing equipment. The Company has a dominant market share in the varied customer segments, including defence establishments, pubs and bars, large institutions, hotels, restaurants, ships etc.

IFB's range of industrial laundry equipment (up to high level capacities of ~200 kg) has also been strengthened with the new acquisition. The range now includes a complete and competitively priced range of dryers, ironers, finishing equipment for clothing, including suits, special silkwear etc.

Growth in both categories will come by focusing on the network of project consultants as well as individual approaches to clients such as hotels, hospitals, educational institutions etc.

The industrial vertical now has a larger sales team in place. It is a focus area for growth, is accretive to margins and offers opportunities to expand IFB's institutional sales focus.

#### Kitchen Appliances

##### • Microwave Ovens

As of the 2nd Quarter, IFB is amongst the top two players with a market share of ~24%. However, the Company has lost volumes post the price increases done after customs duties were increased. In the 3rd Quarter, in regard to the introduction of additional new models, the Company is addressing pricing issues with new model price laddering and positioning. IFB's product aesthetics and its unique 'Oil Free Cooking' technology continue to be good USPs.



The Company is currently engaged in a product development exercise for a new range of microwaves for the next year that will include app based controls, steaming functions etc. These are in advanced stage of prototyping and will help the Company create additional customer penetration in this segment.

**• Modular Kitchens**

The sales team needs to do a much better job at increasing sales in this segment. As on date, the stores in Goa, Bangalore and Kolkata have increased their order book pipelines. However, the sales remain lower than expected. The action plans are two-fold. The first is to fix the sales structure in order to ensure that sales are driven as per expectations in the current showrooms. After that, the second step will be to expand the kitchen format presence to add another 4–5 cities in the 4th Quarter of the fiscal year. A design format combining the modular kitchens with appliances will be piloted in the 3rd Quarter in select locations.

The IFB design offering for this category is of a high quality and is well-priced, inclusive of attractive EMI offers. The Company uses modular systems with unique features such as food grade, termite resistant and boiling water proof plywood. The product quality has been well established and is internationally benchmarked for its aesthetics, durability and design lines.

**• Built-in Ovens, Chimneys and Hobs**

The market placements in this category are in ~800 stores across the country as of the end of 2nd Quarter. The IFB Points account for ~60% + sales in this category. The Company is investing in improving the display quality and presence across the market, which will be achieved in the 3rd and 4th Quarters. In the 3rd Quarter the main focus will be on marketing the range to IFB’s existing customer base through IFB Points.

New product features such as baffle filters on chimneys and auto-cleaning feature are being introduced. These are in line with current market expectations. The Company

is also offering interesting seasonal combo packs to its existing customer base, which include EMI and cash back offers redeemable at the IFB Points.

**Cooling Category**

**• Air Conditioners**

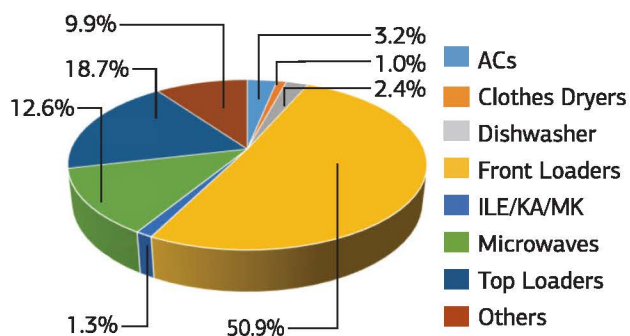
There has been a significant impact due to changes in forex levels and the additional customs duties on the air conditioner segment for the Company. The key actions in the 3rd Quarter will be to localise manufacturing for the fixed speed range. These will be ready for field trials and ramp up by the end of the 4th Quarter. The sales performance for the year till date is below expected levels (sales of ~45K ACs on YTD basis against a realistic level of ~60K for the same period) and this category needs more focus from IFB’s sales teams in order to improve network reach and placement. The key action for the Company is in the area of distribution expansion, which is an ongoing exercise and likely to be properly concluded by the end of FY ’18–’19.

A project regarding the overall localisation of this category is also being prepared and the Company remains committed to growth and presence in this segment.

**For the Quarter ended Sept ’18**

The Appliances Division reported net revenues from operations of ₹540.56 crore for the Quarter ended Sept ’18, a growth of 5.7% as compared to the same period of the previous year.

**QTR Product-wise Spread in Home Appliances Division**



**Summarised Financial Performance of the Appliances Division**

(₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)	YTD ('18-'19)	YTD ('17-'18)
Revenue from Operations	540.56	511.25	1,028.79	949.09
EBDITA	33.30	54.15	55.99	69.52
EBDITA (%) on Revenue	6.2	10.6	5.4	7.3
EBIT	24.94	46.29	39.35	53.94
EBIT (%) on Revenue	4.6	9.1	3.8	5.7
Capital Employed	326.96	305.55	326.96	305.55
ROCE (Annualised) (%)	30.5	60.6	24.1	35.3

**Fine Blanking Division**

The Fine Blanking Division mainly caters to the automobile sector, both 2-wheeler and 4-wheeler segments. The commercial vehicle segment saw high growth of 35.44% (combined growth of LCV and HCV). Against the same, IFB grew by 57%.

Consequent to GST implementation with effect from 1 July, 2017, the reported revenue for six months till 30 September, 2018 is not comparable with the corresponding period of the previous year.

**The Comparable Revenue of the Fine Blanking Division is as Given**

(₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)	YTD ('18-'19)	YTD ('17-'18)
Revenue from Operations	103.60	84.17	199.39	170.26
Less: Excise Duty	—	0.77	—	10.48
Revenue from Operations Net of Excise Duty	103.60	83.40	199.39	159.78

Revenue from Operations for the Quarter has grown by 24.2 % as compared to the corresponding period of the previous year.

**The Comparable Revenue of the AFM Division is as Given**

(₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)	YTD ('18-'19)	YTD ('17-'18)
Revenue from Operations	13.03	7.36	21.30	14.45
Less: Excise Duty	—	0.06	—	1.15
Revenue from Operations Net of Excise Duty	13.03	7.30	21.30	13.30

The After Market Vertical achieved a revenue from operations of ₹13.03 crore in the 2nd Quarter, a growth of 78.5% compared to the corresponding period of the previous year.

**The Comparable Revenue of the Fine Blanking Division (incl AFM Division) is as Given** (₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)	YTD ('18-'19)	YTD ('17-'18)
Revenue from Operations	116.63	91.53	220.69	184.71
Less: Excise Duty	—	0.83	—	11.63
Revenue from Operations Net of Excise Duty	116.63	90.70	220.69	173.08

The Fine Blanking Division, including the After Market Division (AFM) have reported 28.6% revenue growth in the 2nd Quarter of the current year as compared to the corresponding period of the previous year.

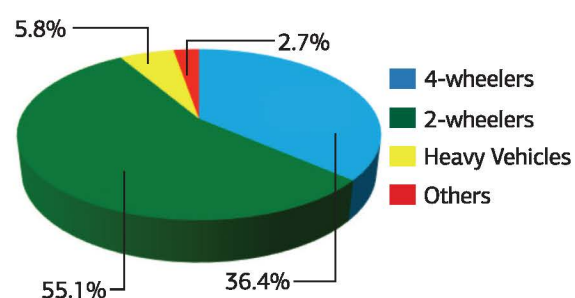
## Summarised Financial Performance of the Fine Blanking Division (incl AFM Division) (₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)	YTD ('18-'19)	YTD ('17-'18)
Revenue from Operations*	116.63	91.53	220.69	184.71
EBDITA (Before Exceptional Gain)	17.39	14.62	34.31	26.52
EBDITA (Before Exceptional Gain) % on Revenue	14.9	16.0	15.5	14.4
EBIT (Before Exceptional Gain)	12.40	9.69	24.49	16.94
EBIT (Before Exceptional Gain) % on Revenue	10.6	10.6	11.1	9.2
Capital Employed	183.70	145.39	183.70	145.39
ROCE (Annualised) %	27.0	26.7	26.7	23.3

\*Revenue from operations are not comparable for reasons explained above

On account of higher sales, the EBDITA (Before Exceptional Gain) for the Quarter is at ₹17.39 crore, a growth of 18.9% as compared to the comparative period of the previous year.

## Segment-wise Sales Q2 2018-19



## Future Outlook &amp; Strategy

The automotive market is expected to have a subdued growth in the 3rd Quarter. The main reasons are as follows:

- 1) The dollar prices have spiralled up, thus the prices of import content both for 2-wheelers and 4-wheelers will be severely impacted.
- 2) Oil prices are continuously increasing.
- 3) All the OEMs will undergo a shutdown of their plants in the month of December.

The growth of the 'ULTRAMILES' brand in the 2nd Quarter was good. It is expected to perform better in the coming Quarters as we are extending our reach in all zones.



## INCOME STATEMENT

	YTD		QTR (₹ in crore)	
	30 Sept, '18	30 Sept, '17	30 Sept, '18	30 Sept, '17
Total Sale of Products	1,506.54	1,369.71	795.92	736.42
Less: Trade Scheme and Discounts	312.44	280.25	167.35	155.89
Net Sales	1,194.10	1,089.46	628.57	580.53
Sale of Services	35.97	31.49	18.53	16.05
Other Operating Revenues	19.10	12.85	9.78	6.20
Revenue from Operations	1,249.17	1,133.80	656.88	602.78
Other Income	5.03	6.76	2.28	3.34
Total Income	1,254.20	1,140.56	659.16	606.12
EBDITA Before Exceptional Items	78.78	89.00	44.41	64.66
EBDITA Margin (%)	6.3	7.8	6.7	10.7
Exceptional Profit	19.35	—	19.35	—
EBDITA After Exceptional Items	98.13	89.00	63.76	64.66
Depreciation and Amortisation Expense	26.59	25.34	13.40	12.87
Finance Costs	2.47	2.23	1.38	1.10
Profit Before Tax	69.07	61.43	48.98	50.69
Profit After Tax	49.60	43.95	35.44	36.57
PAT Margin (%)	4.0	3.9	5.4	6.0
Total Comprehensive Income (TCI)	46.73	41.20	34.01	35.20
Total TCI Margin (%)	3.7	3.6	5.2	5.8
No of Shares (In crore)	4.05	4.05	4.05	4.05
Earnings Per Share (In ₹) (Not annualised)	12.24	10.85	8.75	9.03



## BALANCE SHEET

(₹ in crore)

	30 Sept, '18	30 Sept, '17
<b>ASSETS</b>		
<b>I NON-CURRENT ASSETS</b>		
Property, Plant and Equipment	268.16	283.53
Capital Work-in-progress	2.24	7.63
Investment Property	0.11	0.11
Intangible Assets	13.54	15.70
Intangible Assets under Development	5.41	6.18
Financial Assets		
— Investments	33.60	32.00
— Loans	0.61	8.28
— Others	8.93	0.09
Deferred Tax Assets (Net)	—	0.07
Income Tax Assets (Net)	4.51	2.55
Other Non-current Assets	37.48	33.86
<b>II CURRENT ASSETS</b>		
Inventories	389.65	230.29
Financial Assets		
— Investments	67.89	53.51
— Trade Receivables	278.81	238.09
— Cash And Cash Equivalents	80.44	87.71
— Other Bank Balance	3.36	2.19
— Loans	0.61	0.70
— Others	4.79	1.46
Other Current Assets	68.89	67.73
<b>Total Assets</b>	<b>1,269.03</b>	<b>1,071.68</b>
<b>EQUITY AND LIABILITIES</b>		
<b>I EQUITY</b>		
Equity Share Capital	41.28	41.28
Other Equity	555.74	471.39
<b>II LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial Liabilities		
— Borrowings	6.25	13.75
— Other Financial Liabilities	0.10	0.25
Provisions	44.21	36.97
Deferred Tax Liabilities (Net)	8.20	—
Other Non-current Liabilities	10.66	8.85
<b>CURRENT LIABILITIES</b>		
Financial Liabilities		
— Borrowings	60.49	42.50
— Trade Payables	453.58	356.87
— Other Financial Liabilities	15.73	13.44
Other Current Liabilities	69.15	80.60
Provisions	3.64	5.78
<b>Total Equity and Liabilities</b>	<b>1,269.03</b>	<b>1,071.68</b>

## KEY RATIOS

	YTD		QTR	
	30 Sept, '18	30 Sept, '17	30 Sept, '18	30 Sept, '17
Earnings Per Share (In ₹) (Not annualised)	12.24	10.85	8.75	9.03
Book Value Per Share (In ₹)	147.41	126.59	147.41	126.59
Current Ratio#	1.48	1.37	1.48	1.37
Quick Ratio#	0.84	0.90	0.84	0.90
EBDITA (Before Exceptional Gain)/Total Income (%)	6.3	7.8	6.7	10.7
Net Profit Margin (%)	4.0	3.9	5.4	6.0
Net Worth (₹ in crore)	491.16	406.81	491.16	406.81
RONW (%) Annualised (on PAT)	20.2	21.6	28.9	36.0
Return on Capital Employed (%) Annualised (on PAT)	16.6	17.1	23.7	28.5
No of Equity Shares (In crore)	4.05	4.05	4.05	4.05
Closing Market Price on Period End	1,044.55	721.85	1,044.55	721.85
Market Capitalisation (₹ in crore)	4,230.43	2,923.49	4,230.43	2,923.49
PE Ratio (Annualised)	43.00	33.00	30.00	20.00
Head Count (Numbers)	1,825	1,734	1,825	1,734
Total Income Per Employee (₹ in lakh)	68.72	65.78	36.12	34.96
PBT Per Employee (₹ in lakh)	3.78	3.54	2.68	2.92
Fixed Asset Turnover Ratio	8.73	7.49	9.18	7.97
Days Sundry Debtors Outstanding	33	31	31	29
Inventory Holding (In days)	47	31	45	29

# Includes Current Investments, Short-term Working Capital Loans and Current Maturities of Long-term Loans

## CASH FLOW STATEMENT

	YTD		QTR	
	30 Sept, '18	30 Sept, '17	30 Sept, '18	30 Sept, '17
<b>(A) CASH FLOWS FROM OPERATING ACTIVITIES</b>				
Profit Before Tax	69.08	61.43	48.99	50.69
Adjustments for:				
Exceptional Gain on Compulsory Acquisition	(19.35)	—	(19.35)	—
Depreciation and Amortisation Expense	26.59	25.34	13.40	12.87
Net Loss on Disposal of Property, Plant and Equipment	0.03	—	0.01	—
Write Off of Property, Plant and Equipment	0.18	0.10	0.18	0.09
Write Off of Debts/Advances	0.03	0.12	0.03	0.12
Allowance for Doubtful Debts and Advances	0.20	0.02	0.01	0.02
Dividend from Investments in Mutual Fund	(0.99)	(0.36)	(0.46)	(0.18)
Net Gain on Disposal of Mutual Funds Measured at Fair Value Through Statement of Profit and Loss (FVTPL)	(1.28)	(0.07)	(0.67)	(0.04)
Write Back of Liabilities No Longer Required	(0.29)	—	(0.23)	—
Write Back of Provision on Assets No Longer Required	(0.08)	(0.03)	(0.02)	(0.03)
Interest Income on Financial Assets	(0.70)	(0.99)	(0.46)	(0.36)
Net Gain arising on Mutual Funds Measured at FVTPL	(1.28)	(1.33)	(0.67)	(0.57)
Net Gain arising on Derivative Instruments Measured at FVTPL	(3.73)	(2.85)	(2.33)	(1.27)
Finance Costs	2.47	2.23	1.37	1.10
<b>Operating Profit Before Working Capital Changes</b>	<b>70.88</b>	<b>83.61</b>	<b>39.80</b>	<b>62.44</b>
Movement In Working Capital	(116.15)	(21.14)	(79.62)	(25.47)
<b>Cash Generated From/(Used in) Operations</b>	<b>(45.27)</b>	<b>62.47</b>	<b>(39.82)</b>	<b>36.97</b>
Income Taxes Paid (Net of Refunds)	(17.25)	(8.92)	(11.21)	(6.83)
<b>Net Cash From/(Used in) Operating Activities</b>	<b>(62.52)</b>	<b>53.55</b>	<b>(51.03)</b>	<b>30.14</b>
<b>(B) CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Purchase of Property, Plant and Equipment (Net)	4.58	(23.77)	22.41	(9.83)
Investment in Subsidiaries	—	(20.00)	—	(20.00)
Purchase of Current Investments (Net)	28.33	(0.27)	5.10	9.73
(Increase)/Decrease in Other Bank Balances	(2.68)	(1.53)	19.19	(0.72)
Interest Income on Financial Assets	0.16	0.95	0.05	0.32
<b>Net Cash From/(Used in) Investing Activities</b>	<b>30.39</b>	<b>(44.62)</b>	<b>46.75</b>	<b>(20.50)</b>
<b>(C) CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Proceeds from Borrowings (Net)	52.66	35.27	11.58	17.70
Financial Costs	(2.50)	(2.15)	(1.27)	(0.91)
<b>Net Cash Generated from Financing Activities</b>	<b>50.16</b>	<b>33.12</b>	<b>10.31</b>	<b>16.79</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS (A+B+C)</b>	<b>18.03</b>	<b>42.05</b>	<b>6.03</b>	<b>26.43</b>
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	62.41	45.66	74.41	61.28
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	80.44	87.71	80.44	87.71

## FINANCIAL HIGHLIGHTS (CONSOLIDATED)

(₹ in crore)

	Q2 ('18-'19)	Q2 ('17-'18)
<b>Total Income</b>	689.57	626.97
<b>EBDITA (Before Exceptional Gain)</b>	44.31	64.52
<b>Profit Before Tax</b>	47.77	49.78
<b>Profit After Tax—Owners</b>	34.69	36.01
<b>Profit After Tax—Non-controlling Interest</b>	(0.32)	(0.37)
<b>Earnings Per Share ₹ (Not Annualised)</b>	8.56	8.89
<b>Cash &amp; Equivalents</b>	83.95	65.70

IFB Industries Limited, the Holding Company has a subsidiary Trishan Metals Private Limited (TMPL), a wholly owned subsidiary Global Automotive & Appliances Pte Ltd (GAAL) and a step-down subsidiary Thai Automotive and Appliances Limited (TAAL).

**Trishan Metals Private Limited**

IFB Industries Limited holds 51.12% equity shares of TMPL and the same was acquired on 11 July, 2016.

Revenue from operations (Net of Excise Duty) for the Quarter has grown by 69.7 % as compared to the corresponding period of the previous year.

TMPL investments are ongoing and likely to be concluded by the end of the 3rd Quarter. The benefits as mentioned in the earlier Quarter will also start accruing from the 4th Quarter.

**Global Automotive & Appliances Pte Ltd (GAAL) and Thai Automotive and Appliances Limited**

GAAL has begun operations for the sourcing of electronic component suppliers and has expanded its operations in the Quarter. As reported earlier, IFB Industries Limited holds 100% equity shares of GAAL, which in turn holds 100% in TAAL. GAAL is acting as a special purpose vehicle for further investments in TAAL. TAAL, which is engaged in the business of Fine Blanking and Conventional Blanking, is expanding its footprint in fine blanking supplies within Thailand and is also strengthening its market presence. New Japanese OEMs have been visited in Thailand and Vietnam. We are hopeful that new business from these customers will help further increase the turnover.

Total income for the Quarter ended Sept '18 was ₹12.35 crore. However, there was loss for the Quarter ended Sept '18 amounting to ₹15 lakh.

TAAL is expected to have better results in the 3rd Quarter on account of SOP of new businesses obtained. The Company is expected to have a positive P&L in the coming Quarter.

## CONSOLIDATED INCOME STATEMENT

YTD

QTR (₹ in crore)

	30 Sept, '18	30 Sept, '17	30 Sept, '18	30 Sept, '17
Total Sale of Products	1,557.44	1,402.00	825.27	756.65
Less: Trade Scheme and Discounts	312.86	280.25	167.55	155.85
<b>Net Sales</b>	<b>1,244.58</b>	<b>1,121.75</b>	<b>657.72</b>	<b>600.80</b>
Sale of Services	35.97	31.49	18.53	16.05
Other Operating Revenues	21.27	14.22	10.95	6.89
<b>Revenue From Operations</b>	<b>1,301.82</b>	<b>1,167.46</b>	<b>687.20</b>	<b>623.74</b>
Other Income	5.19	6.73	2.37	3.23
<b>Total Income</b>	<b>1,307.01</b>	<b>1,174.19</b>	<b>689.57</b>	<b>626.97</b>
<b>EBDITA Before Exceptional Items</b>	<b>79.15</b>	<b>88.52</b>	<b>44.31</b>	<b>64.52</b>
EBDITA Margin (%)	6.1	7.5	6.4	10.3
Exceptional Profit	19.35	—	19.35	—
<b>EBDITA After Exceptional Items</b>	<b>98.50</b>	<b>88.52</b>	<b>63.66</b>	<b>64.52</b>
Depreciation and Amortisation Expense	28.12	26.13	14.16	13.43
Finance Costs	3.22	2.71	1.73	1.31
<b>Profit Before Tax</b>	<b>67.16</b>	<b>59.68</b>	<b>47.77</b>	<b>49.78</b>
<b>Profit After Tax</b>	<b>47.91</b>	<b>42.24</b>	<b>34.37</b>	<b>35.64</b>
Attributable to Owners of the Parent	48.91	42.96	34.69	36.01
Attributable to Non-controlling Interest	(1.00)	(0.72)	(0.32)	(0.37)
<b>Total Comprehensive Income (TCI)</b>	<b>46.98</b>	<b>40.05</b>	<b>34.70</b>	<b>34.83</b>
Attributable to Owners of the Parent	48.00	40.77	35.03	35.20
Attributable to Non-controlling Interest	(1.02)	(0.72)	(0.33)	(0.37)
No of Shares (In crore)	4.05	4.05	4.05	4.05
Earnings Per Share (₹) (Not annualised)	12.07	10.60	8.56	8.89

## CONSOLIDATED BALANCE SHEET

(₹ in crore)

	30 Sept, '18	31 Mar, '18
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Property, Plant and Equipment	303.78	311.73
Capital Work-in-progress	3.18	2.71
Investment Property	0.11	0.11
Goodwill on Consolidation	10.01	9.43
Intangible Assets	13.72	17.39
Intangible Assets under Development	5.41	4.47
Financial Assets		
Loans	0.61	0.54
Others	9.37	8.93
Income Tax Assets (Net)	4.53	2.90
Other Non-current Assets	38.13	25.66
<b>CURRENT ASSETS</b>		
Inventories	400.14	319.07
Financial Assets		
Investments	67.89	92.67
Trade Receivables	305.54	187.49
Cash and Cash Equivalents	83.95	65.70
Other Bank Balances	3.48	2.11
Loans	0.61	0.55
Others	4.81	0.48
Other Current Assets	63.85	65.71
<b>Total Assets</b>	<b>1,319.12</b>	<b>1,117.65</b>
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	41.28	41.28
Other Equity	554.65	506.65
Non-controlling Interest	2.92	3.94
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>		
Financial Liabilities		
Borrowings	11.12	13.41
Other Financial Liabilities	0.10	0.09
Provisions	44.23	42.00
Deferred Tax Liabilities (Net)	11.37	8.65
Other Non-current Liabilities	10.95	10.83
<b>CURRENT LIABILITIES</b>		
Financial Liabilities		
Borrowings	70.80	9.40
Trade Payables	480.36	385.46
Other Financial Liabilities	17.17	16.01
Other Current Liabilities	70.46	75.36
Provisions	3.71	3.92
Income Tax Liabilities (Net)	—	0.65
<b>Total Equity And Liabilities</b>	<b>1,319.12</b>	<b>1,117.65</b>

## Thank You



### Disclaimer

This presentation contains statements that reflect the Management's current views and estimates and may be construed as forward-looking in nature. The future involves certain risks and uncertainties that may cause actual results to differ materially from the current views being expressed. Partial risks and uncertainties include such factors as general economic conditions, commodity prices and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.







**Microwave Oven**



**Built in Oven**



**Dishwasher**



**Cooker Hood | Built in Hob**



**Top Loader**



**Front Loader**



**100% Clothes Dryer**



**Air Conditioner**