



Financial Presentation for Quarter IV & Cumulative Mar-18 FY 2017-18



Disclaimer

Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied



Financial Highlights – 2017-18

Rs. in Crores

Particulars	Q4 FY2017	Q4 FY2018	YTD Mar'17 FY2017	YTD Mar'18 FY2018
Revenue from Operations	361.61	469.58	1,276.76	1,723.87
Other Income	1.29	3.43	5.34	5.16
Total Income	362.90	473.01	1,282.10	1,729.03
Cost of Material Consumed (Including Purchase of Stock in trade and Changes in Inventories)	243.90	305.02	730.83	1,147.78
% to Revenue from Operation	67%	65%	57%	67%
Employee benefits expense	18.48	21.67	73.52	80.66
Other expenses	76.61	108.91	300.25	385.67
EBIDTA	23.91	37.41	177.50	114.92
Finance Cost	2.37	3.03	10.54	10.97
Depreciation and amortisation expense	10.44	12.68	45.87	49.53
PBT	11.10	21.70	121.09	54.42

Notes :

1. Revenue from operations for the quarter and YTD is not comparable with that of corresponding previous year figures, as these periods include amount of excise duty which is not included in the current year statements from 1st July 2017, after implementation of GST effective from 1 July 2017.
2. The accounts has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 ('Ind AS') prescribed under section 133 of the Companies Act 2013 and other recognised accounting practices and policies to the extent applicable. beginning 1 April 2017, the Company has for the first time adopted Ind AS with a transition date of 1 April 2016
3. Figures have been regrouped wherever required.



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Sales Comparison

Sales	2016-17 (MT)					2017-18 (MT)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Pig Iron	72,419	69,414	39,355	72,307	2,53,495	66,186	72,605	80,650	86,863	3,06,303
Castings	17,002	17,448	14,992	16,450	65,892	18,139	20,438	21,398	22,947	82,922

Sales	2016-17 (Rs.Cr.)					2017-18 (Rs.Cr.)				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Pig Iron	160.66	146.22	100.19	181.26	588.33	179.94	198.45	217.85	256.21	852.45
Castings	132.80	137.36	117.23	131.15	518.54	145.08	173.22	180.30	201.69	700.29
Other Sales										
<i>Coal Sales</i>	-	-	-	-	-	-	22.34	68.74		91.08
<i>By-products etc.</i>	5.53	5.96	6.66	7.63	25.78	8.73	6.35	10.03	11.68	36.79
Net Sales	298.99	289.54	224.08	320.04	1,132.65	333.75	400.36	476.92	469.58	1,680.61
Excise Duty on Sales	36.77	34.45	31.32	41.57	144.11	43.26	-	-		43.26
Revenue from Operations	335.76	323.99	255.40	361.61	1,276.76	377.01	400.36	476.92	469.58	1,723.87

*Note : 1. Consequent to introduction of GST, Excise Duty is not applicable from 1-Jul-2017.
2. figures have been regrouped wherever required*



Financial Highlights – Cumulative YTD Mar-18 in comparison to Cumulative YTD Mar-17

% increase in Sales of Pig iron and castings w.r.t previous year quarter and cumulative are due to:

Particulars	Realisation Increase %		Volume Increase %	
	For the Qtr.	Cumulative	For the Qtr.	Cumulative
Pig Iron	17.67%	19.91%	20.13%	20.83%
Castings	10.25%	7.31%	39.49%	25.84%

Other Sales includes Sale of Coal for converting the same into coke

2017-18 (Rs.Cr.)		
Particulars	For the Qtr	Cumulative
Coal Sales	Nil	91.08

The % increase in prices of major Raw materials w.r.t previous year quarter and cumulative are :

Particulars	For the Qtr	Cumulative
Coke	61%	53%
Iron ore Lumps	33%	25%
Iron ore Fines	34%	34%
Steel Scrap	33%	27%



Financial Highlights – Cumulative YTD Mar-18 in comparison to Cumulative YTD Mar-17

Increase in Other expenses inter alia is on account of:

➤ for the Quarter under review as compared to the quarter of previous year:

a) Power, Fuel & Water:

i) Rs. 9 Crores in Power, Fuel & Water on account of increased production

ii) Rs .4 Crore on account of stoppage of captive power plant resulting in purchase of power from the state grid

b) Rs. 14 Crores in Operational expenses arising on account of increased production.

➤ for YTD as compared to the previous year:

a) Increase in Power, Fuel & Water :

i) Rs. 3 Crores in Power, Fuel & Water on account of purchase of water during water shortage period,

ii) Rs. 9 Crore on account of stoppage of captive power plant resulting in purchase of power from the state grid

iii) Rs.36 Crore is on account of increased power consumption due to increased production,

b) Rs.33 Crores Operational expenses arising on account of increased production.



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CSR Leadership award



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