



Financial Presentation for Quarter-III Dec-18 FY 2018-19

Financial Highlights – 2018-19 (Apr-18 to Dec-18)



Enriching Lives

Rs. in Crores

Particulars	QIII Dec'17 FY2017-18	QII Sep'18 FY2018-19	QIII Dec'18 FY2018-19	Variation QIII-18-19 Vs QIII-17-18	Variation QII-18-19 Vs QIII-18-19
Revenue from Operations	488.52	540.33	582.52	19%	8%
Other Income	0.49	0.79	0.44	-10%	-44%
Total Income	489.01	541.12	582.96	19%	8%
Cost of Material Consumed	295.68	317.44	362.36		
Purchases of Stock in Trade	38.55	13.97	-		
Changes in Inventories	(6.10)	-7.15	7.64		
Sub-total	328.13	324.26	370.00	13%	14%
% to Revenue from Operation	67%	60%	64%		
Employee benefits expense	21.31	23.90	22.90	7%	-4%
Other expenses	108.15	133.60	119.16	10%	-11%
EBIDTA	31.42	59.36	70.90	126%	19%
Finance Cost	2.76	3.70	4.61	67%	25%
Depreciation and amortisation expense	13.07	13.10	14.01	7%	7%
PBT	15.59	42.56	52.28	235%	23%

Note: Figures have been regrouped wherever required.



Sales Comparison

	2017-18 (MT)	2018-19 (MT)			
Sales	Q3	Q1	Q2	Q3	Total
Pig Iron	80,650	85,313	85,278	97,031	2,67,622
Castings	21,398	23,716	24,642	24,941	73,299
	2017-18 (Rs.Cr.)	2018-19 (Rs.Cr.)			
Sales	Q3	Q1	Q2	Q3	Total
Pig Iron	217.85	263.09	269.10	316.79	848.98
Realisation PMT	27,010	30,838	31,556	32,649	31,723
Castings	180.47	215.33	235.55	239.06	689.94
Realisation Per KG	84.34	90.80	95.59	95.85	94.13
Other Sales					-
<i>Coal Sales</i>	68.74		14.43		14.43
<i>By-products</i>	10.03	8.27	10.80	15.33	34.40
Net Sales	477.09	486.69	529.88	571.18	1,587.75
Freight on Sales	11.42	9.57	10.45	11.33	31.35
Revenue from Operations	488.51	496.26	540.33	582.51	1,619.10

Note : Figures have been regrouped wherever required



Financial Highlights - Quarterly

% increase in Sales of Pig iron and castings w.r.t previous quarters is due to:

Particulars	Dec-17 Vs. Dec-18 Qtr.		Sep-18 Vs. Dec-18 Qtr.	
	Realisation	Volume	Realisation	Volume
	Increase %	Increase %	Increase %	Increase %
Pig Iron	20.87%	20.31%	3.46%	13.78%
Castings	13.65%	16.56%	1.49%	1.21%

The % increase in prices of major Raw materials w.r.t previous quarters are :

Particulars	Dec-17 Vs Dec-18 Qtr	Sep-18 Vs Dec-18 Qtr
Coke (including converted coke)	18%	6%
Iron ore Lumps	10%	2%
Iron ore Fines	9%	-3%
Steel Scrap	23%	5%



Financial Highlights – Quarterly – Contd.

Other Expenses

➤ **Q3-2017-18 Vs Q3-2018-19:**

Increase/Decrease in Other expenses inter alia is on account of

- a) *Decrease in Power, Fuel and water is Rs.2.66 Crores is on account of installation of Solar Plant at Solapur*
- b) *Increase in Exchange rate fluctuation expense is Rs.1.44 Crores*
- c) *Increase of balance Rs. 12.23 Crores in Operational expenses (including indirect materials) is arising on account of increased production.*

➤ **Q2-2018-19 Vs Q3-2018-19 :**

Increase/Decrease in Other expenses inter alia is on account of

- a) *Decrease in Power, Fuel and water is Rs.7.57 Crores on account of installation of Solar Plant at Solapur*
- b) *Decrease in Exchange rate fluctuation expense is Rs.4.74 Crores*
- c) *Decrease of balance Rs. 2.13 Crores is due to decreased Operational expenses (including indirect materials)*

Others : We have been declared as the Preferred Bidder for Iron ore Mine in e-auction conducted by Department of Mines and Geology, Karnataka.



Enriching Lives

Awards and Recognition



Fastest Component Development Award from Sonalika

Awards and Recognition



The award is for sustainable efforts towards energy conservation from Mahindra and Mahindra.



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



Enriching Lives

THANK YOU