

**GREEN**

# Executive Summary



## About the Company:



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## Business Segments:

Drip Irrigation System

Sprinkler Irrigation System

Greenhouse

Polymer Division

## FY17 Financial Performance Highlights:

INR 1,310 Mn

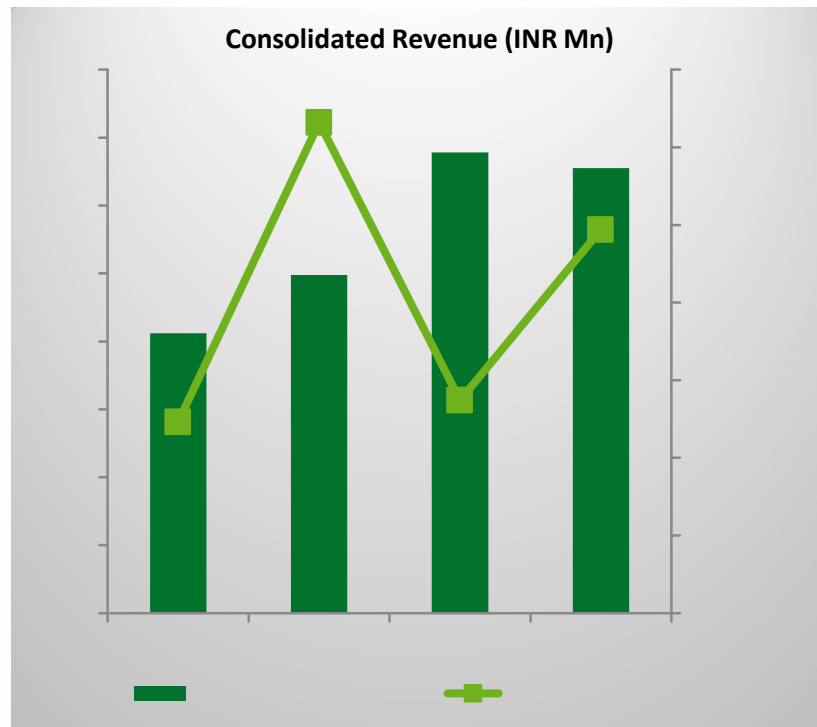
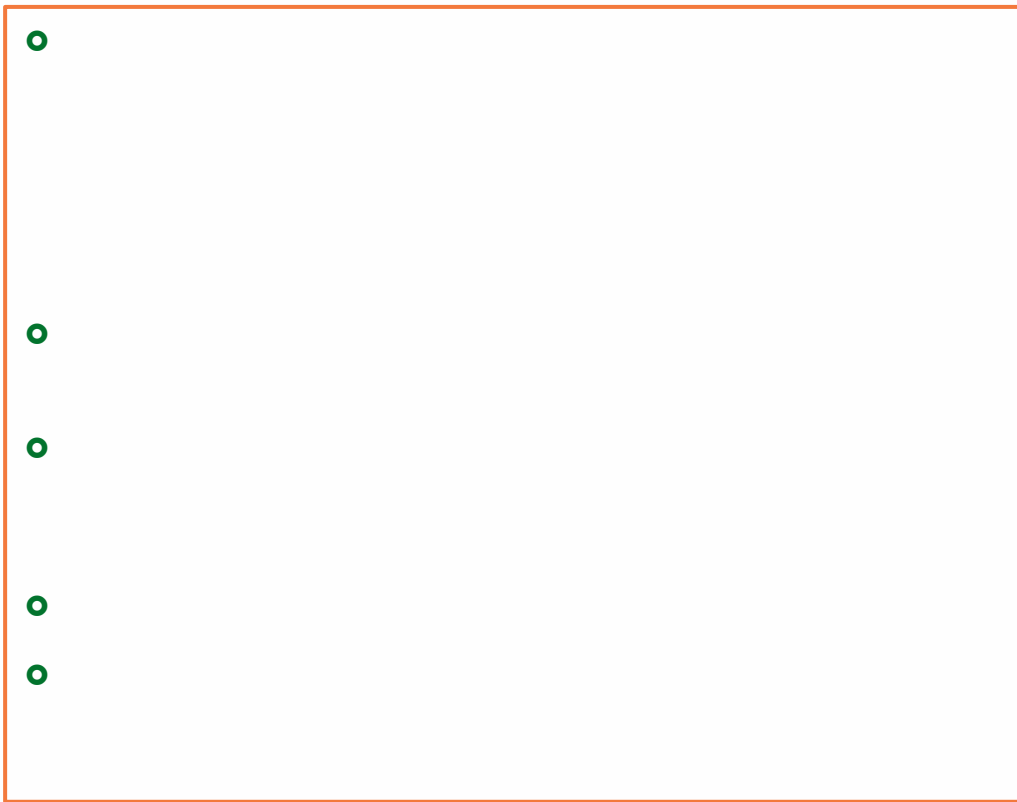
16.7%

INR 165.5 Mn

23.9%

INR 48.7 Mn

32.0%



## ❏ Q3-FY18 performance (Consolidated)

- Total Income
- EBITDA
- EBITDA Margins
- Net Profit
- PAT Margins
- Diluted EPS

## ❏ 9M / Q3-FY18 Operational Highlights:

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## ❏ 9M-FY18 performance (Consolidated)

- Total Income
- EBITDA
- EBITDA Margins
- Net Profit
- PAT Margins
- Diluted EPS

# Q3-FY18 Consolidated Financial Highlights (As per IND-AS)



Particulars (INR Mn)	Q3-FY18	Q3-FY17	Y-o-Y	Q2-FY18	Q-o-Q
<b>Total Income*</b>	<b>399</b>	<b>323</b>	<b>23.5%</b>	<b>117</b>	
<b>EBITDA</b>	<b>55</b>	<b>41</b>	<b>34.1%</b>	<b>22</b>	<b>150.0%</b>
<b>EBITDA Margins (%)</b>	<b>13.78%</b>	<b>12.69%</b>	<b>109 Bps</b>	<b>18.80%</b>	<b>(502) Bps</b>
<b>PBT</b>	<b>32</b>	<b>20</b>	<b>60.0%</b>	<b>2</b>	
<b>PAT</b>	<b>19</b>	<b>13</b>	<b>46.2%</b>	<b>6</b>	
<b>PAT Margins (%)</b>	<b>4.76%</b>	<b>4.02%</b>	<b>74 Bps</b>	<b>5.13%</b>	<b>(37) Bps</b>
<b>Total Comprehensive Income</b>	<b>18</b>	<b>13</b>	<b>38.5%</b>	<b>4</b>	

# 9M-FY18 Consolidated Financial Highlights (As per IND-AS)



Particulars (INR Mn)	9M-FY18	9M-FY17	Y-o-Y
<b>Total Income*</b>	<b>948</b>	<b>822</b>	<b>15.3%</b>
<b>EBITDA</b>	<b>124</b>	<b>117</b>	<b>6.0%</b>
<b>EBITDA Margins (%)</b>	<b>13.08%</b>	<b>14.23%</b>	<b>(115) Bps</b>
<b>PBT</b>	<b>65</b>	<b>55</b>	<b>18.2%</b>
<b>PAT</b>	<b>41</b>	<b>36</b>	<b>13.9%</b>
<b>PAT Margins (%)</b>	<b>4.32%</b>	<b>4.38%</b>	<b>(6) Bps</b>
<b>Total Comprehensive Income</b>	<b>35</b>	<b>36</b>	<b>(2.8)%</b>

# Historical Consolidated Income Statement



Income Statement (INR Mn)	FY14	FY15	FY16	FY17**	9M-FY18**
Total Income*	824	996	1,356	1,310	948
EBITDA	97	136	161	170	124
EBITDA Margins (%)	11.73%	13.66%	11.87%	12.97%	13.08%
PBT	32	36	56	76	65
Profit After Tax	21	23	31	49	41
PAT Margins (%)	2.54%	2.30%	2.28%	3.74%	4.32%
Total Comprehensive Income	21	23	31	49	35

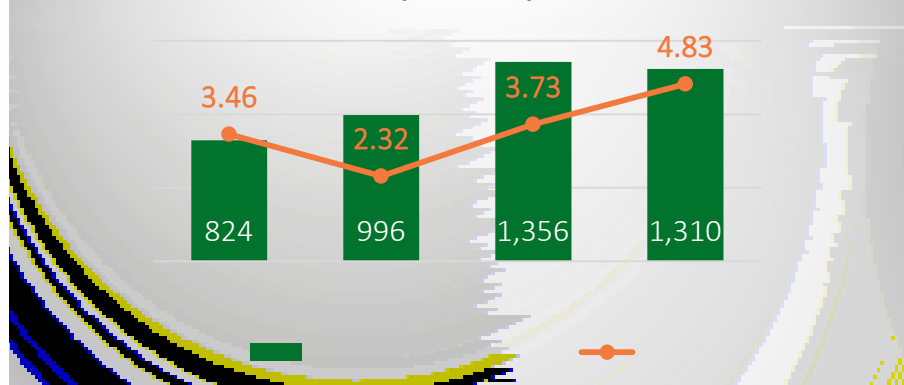
# Consolidated Balance Sheet (As per IND-AS)



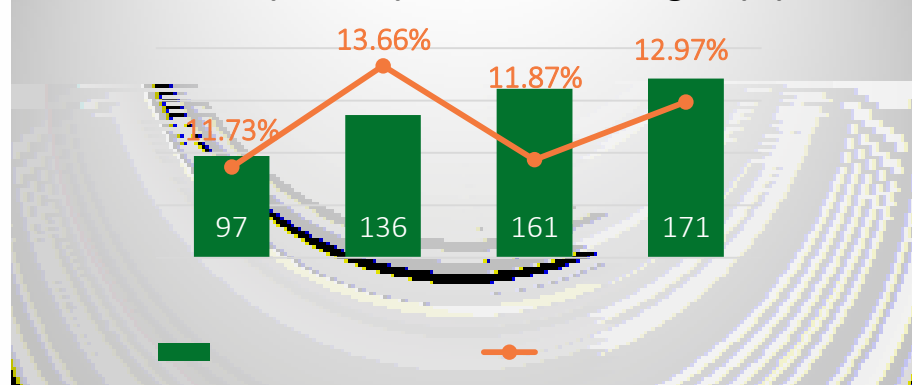
Assets (INR Mn)	H1-FY18	FY17	Liabilities (INR Mn)	H1-FY18	FY17
<b>Assets</b>			<b>Equity and Liabilities</b>		
<b>1. Non-Current Assets:</b>			<b>1. Equity</b>		
			<b>Other Equity</b>		
<b>Financial Assets</b>					
			<b>Total Equity</b>	<b>305</b>	<b>291</b>
			<b>2. Liabilities</b>		
			<b>Non-Current Liabilities</b>		
<b>Deferred Tax Assets</b>					
<b>Other Non-Current Assets</b>					
<b>Total Non-Current Assets</b>	<b>200</b>	<b>195</b>	<b>Total Non-Current Liabilities</b>	<b>40</b>	<b>37</b>
			<b>3. Current Liabilities</b>		
<b>2. Current Assets</b>			<b>Financial Liabilities</b>		
<b>Financial Assets</b>					
<b>Other Current Assets</b>					
<b>Total Current Assets</b>	<b>792</b>	<b>818</b>	<b>Total Current Liabilities</b>	<b>647</b>	<b>685</b>
<b>Total Assets</b>	<b>992</b>	<b>1,013</b>	<b>Total Equity and Liabilities</b>	<b>992</b>	<b>1,013</b>

# Financial Performance– Consolidated

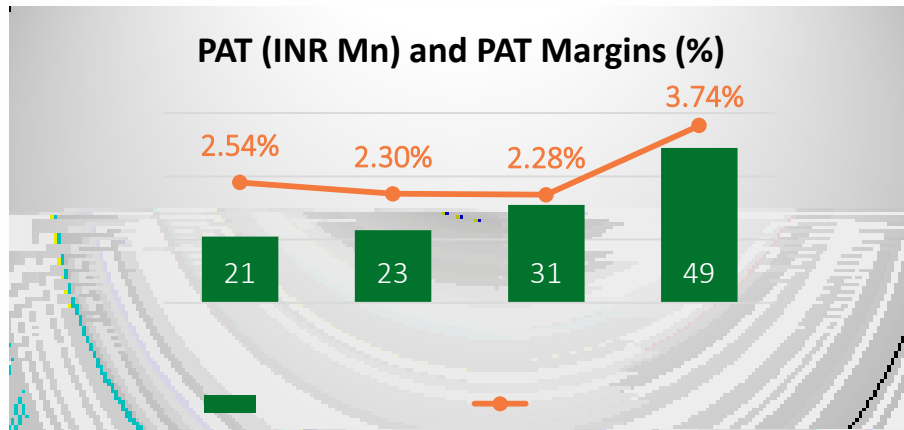
## Revenue (INR Mn) and EPS



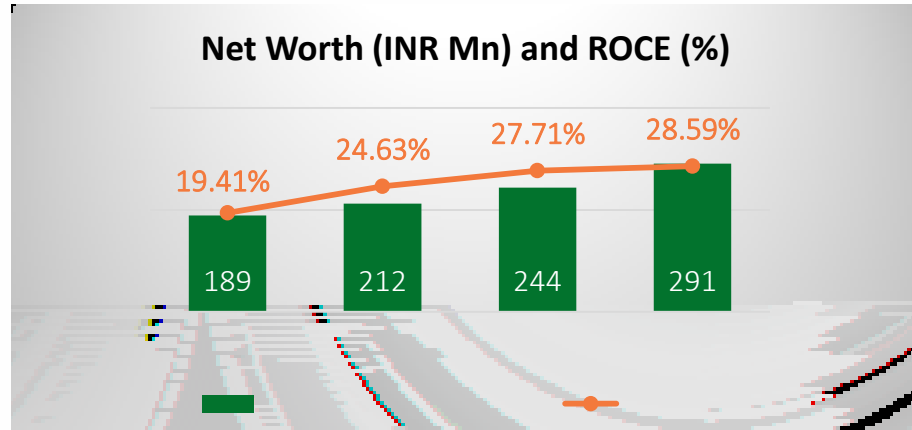
## EBITDA (INR Mn) and EBITDA Margins (%)

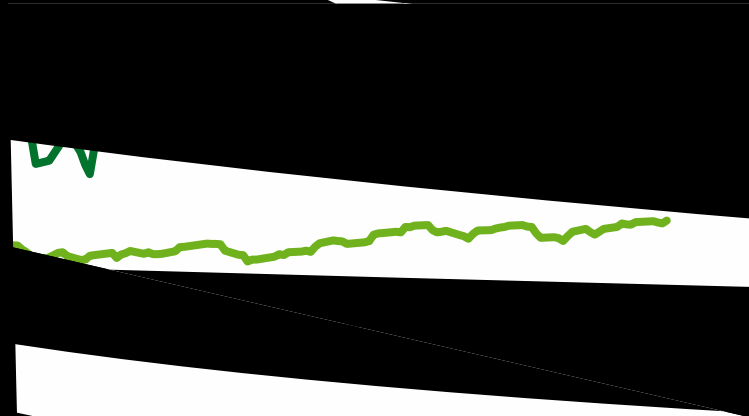


## PAT (INR Mn) and PAT Margins (%)



## Net Worth (INR Mn) and ROCE (%)





(As on December 31<sup>st</sup>, 2017)

:

10.07 :

74.51%

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