



An ISO 9001 : 2008, 14001 : 2004 Company

Dixon Technologies (India) Ltd.

(Formerly Known as Dixon Technologies (India) Pvt. Ltd)

CIN : L32101UP1993PLC066581

Regd. Office : B-14 & 15, Phase-II, Noida-201305, (U.P.) India, Ph.: 0120-4737200

E-mail : info@dixoninfo.com. Website : <http://www.dixoninfo.com>, Fax : 0120-4737263

31st October, 2018

| | |
|--|---|
| To Secretary Listing Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 | To Secretary Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 051 |
| Scrip Code - 540699 ISIN: INE935N01012 | Scrip Code- DIXON ISIN: INE935N01012 |

Dear Sir/Madam,

Sub: Investor presentation on Financial Results for Q2 Results

Ref: Regulation 30 and 46 of SEBI (LODR) Regulations, 2015

In furtherance to our intimation dated 29th October, 2018 with respect to Conference Call with Investors on Q2- FY 2019 Results and in compliance with the provisions of Regulation 30 and Regulation 46 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed herewith Financial Results update 'Investor Presentation Q2-FY 2019'. The same is being uploaded on the Company's website.

We request you to kindly take this on your record.

Thanking You,

For DIXON TECHNOLOGIES (INDIA) LIMITED

Ashish Kumar

(Group Company Secretary & Compliance Officer)



Encl: as above



EARNINGS PRESENTATION
Q2 & H1, FY 18-19

'forward statements'

Company's

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|---|------|
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| Commenced production of LED TV's for Xiaomi |
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Key Financials – Q2, FY 18-19 vs Q2, FY 17-18

| Revenue [*] Lacs | EBITDA [*] Lacs | EBITDA Margin(%) | PBT Lacs | PAT Lacs |
|------------------------------|-----------------------------|---------------------|-------------|-------------|
| 74,068 -16% | 3,480 -6% | 4.7% +50bps | 2,466 -17% | 1,643 -21% |
| vs 88,110 | vs 3,717 | vs 4.2% | vs 2,982 | vs 2,070 |

Key Financials – H1, FY 18-19 vs H1, FY 17-18

| Revenue [*] Lacs | EBITDA [*] Lacs | EBITDA Margin(%) | PBT Lacs | PAT Lacs |
|------------------------------|-----------------------------|---------------------|-------------|-------------|
| 133,483 -15% | 6,227 +6% | 4.7% +100bps | 4,218 -8% | 2,919 -7% |
| vs 1,57,814 | vs 5,898 | vs 3.7% | vs 4,564 | vs 3,154 |

Consolidated Results Summary Q2 & H1,FY 18-19 VS Q2 & H1,FY 17-18

| Particulars (INR Lacs) | Q2, FY 18-19 | Q2, FY 17-18 | % Change | H1,FY 18-19 | H1,FY 17-18 | % Change |
|-------------------------|--------------|--------------|----------|-------------|-------------|----------|
| | | | | | | |
| | | | | | | |
| Operating Profit | 3,297 | 3,500 | -6% | 5,897 | 5,619 | 5% |
| Operating Profit Margin | 4.5% | 4.0% | 0.5% | 4.4% | 3.6% | 0.8% |
| | | | | | | |
| EBITDA | 3,480 | 3,717 | -6% | 6,227 | 5,898 | 6% |
| EBITDA Margin | 4.7% | 4.2% | 0.5% | 4.7% | 3.7% | 1.0% |
| | | | | | | |
| EBIT | 2,980 | 3,331 | -11% | 5,267 | 5,227 | 1% |
| | | | | | | |
| PBT | 2,466 | 2,982 | -17% | 4,218 | 4,564 | -8% |
| PBT Margin | 3.3% | 3.4% | -0.1% | 3.2% | 2.9% | 0.3% |
| | | | | | | |
| PAT | 1,643 | 2,070 | -21% | 2,919 | 3,154 | -7% |
| PAT Margin | 2.2% | 2.4% | -0.2% | 2.2% | 2.0% | 0.2% |
| EPS | 14.5 | 18.8 | -23% | 25.8 | 28.6 | -10% |

Adjusting revenue of mobile & Lighting 'CFL' business the revenue de-growth would have been -6% YOY in Q2, FY 18-19 as against -16%

Segment Wise Performance : Q2, FY 18-19 vs Q2, FY 17-18

| Particulars (INR Lacs) | Q2, FY 18-19 | Q2, FY 17-18 | % change | Q2, FY 18-19 | Q2, FY 17-18 | % change |
|------------------------|--------------|--------------|----------|---------------------------|--------------|----------|
| Revenues | | | | % of Total Revenue | | |
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| | | | | | | |
| Total | 73,885 | 87,893 | -16% | 100% | 100% | - |
| Operating Profit | | | | Operating Profit Margin % | | |
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| | | | | | | |
| Total | 3,297 | 3,500 | -6% | 4.5% | 4.0% | 0.5% |

Adjusting revenue of Lighting 'CFL' business the revenue growth would have been 15% YOY in Q2, FY 18-19 as against 1%

Segment Wise Performance : H1, FY 18-19 vs H1, FY 17-18

| Particulars (INR Lacs) | H1, FY 18-19 | H1, FY 17-18 | % change | H1, FY 18-19 | H1, FY 17-18 | % change |
|------------------------|--------------|--------------|----------|---------------------------|--------------|----------|
| Revenues | | | | % of Total Revenue | | |
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| Total | 133,153 | 156,362 | -15% | 100% | 99% | 1% |
| | | | | | | |
| Total Revenue | 133,153 | 157,536 | -15% | 100% | 100% | - |
| Operating Profit | | | | Operating Profit Margin % | | |
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| Total | 5,897 | 5,619 | 5% | 4.4% | 3.6% | 0.8% |

Adjusting revenue of Lighting ‘CFL’ business the revenue growth would have been 19% YOY in Q2, FY 18-19 as against 5%

Segment Wise Volume : Q2, FY 18-19 vs Q2, FY 17-18

| Particulars (Lacs) | Q2, FY 18-19 | Q2, FY 17-18 | % Change (YOY) |
|--------------------|--------------|--------------|----------------|
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| | | | |
| Total | 378.0 | 327.3 | 16% |

Segment Wise Volume : H1, FY 18-19 vs H1, FY 17-18

| Particulars (Lacs) | H1, FY 18-19 | H1, FY17-18 | % Change (YOY) |
|--------------------|--------------|--------------|----------------|
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| | | | |
| Total | 712.7 | 652.7 | 10% |

* Consumer Electronics include AC PCB's

ODM Revenue Share (%) - Q2 & H1, FY 18-19 vs Q2 & H1, FY 17-18

| Particulars (%) | Q2, FY 18-19 | Q2, FY 17-18 | % change | H1, FY 18-19 | H1, FY 17-18 | % change |
|-----------------|--------------|--------------|----------|--------------|--------------|----------|
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Segment Wise - ROCE (%)

| Particulars (INR Lacs) | Capital Employed | | | ROCE | | |
|------------------------|------------------|---------------|------------|--------------|----------|----------|
| | H1, FY 18-19 | FY 17-18 | % change | H1, FY 18-19 | FY 17-18 | % change |
| | | | | | | |
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| Total | 43,336 | 35,876 | 21% | | | |

Expenditure Analysis : Q2, FY 18-19 vs Q2, FY 17-18

| Particulars (As a % of operating revenues) | Q2, FY 18-19 | Q2, FY 17-18 | % Change |
|--|--------------|--------------|----------|
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Expenditure Analysis : H1, FY 18-19 vs H1, FY 17-18

| Particulars (As a % of operating revenues) | H1, FY 18-19 | H1, FY 17-18 | % Change |
|--|--------------|--------------|----------|
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Consolidated Balance sheet

| Particulars (INR Lacs) | | 30 Sep '18 | 31 Mar '18 |
|--|-----|------------|------------|
| Net Fixed Assets | (A) | 23,302 | 19,498 |
| Non Current Financial Assets | (B) | 15 | 471 |
| Other Non Current Assets | (C) | 1,572 | 1,383 |
| Cash & Cash Equivalents | (D) | 5,082 | 5,524 |
| Current Assets | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| Total Current Assets | | 88,172 | 71,710 |
| Less: Current Liabilities & Provisions | | 72,071 | 61,857 |
| Net Current Assets | (E) | 16,071 | 9,455 |
| Total Assets (A+B+C+D+E) | | 46,041 | 36,730 |
| Total Shareholder funds | (A) | 34,140 | 31,497 |
| | | | |
| | | | |
| Total Debt | (B) | 10,801 | 4,463 |
| | | | |
| | | | |
| Other Non Current Liabilities | (C) | 1,100 | 770 |
| Total Liabilities (A+B+C) | | 46,041 | 36,331 |

| Particulars (INR Lacs) | 30 Sep '18 | 31 Mar '18 | Change |
|------------------------|------------|------------|--------|
| | | | |
| | | | |
| Net Debt | 5,719 | (1,061) | 6,780 |
| Gross Debt / Equity | 0.32 | 0.14 | - |
| Net Debt/Equity | 0.17 | (0.03) | - |

Key Ratios

| Particulars | H1, FY 18-19 |
|--|--------------|
| | |
| | |
| | |
| Cash Conversion Cycle / Working Capital Days (A+B-C) | (1) |
| ROCE (%)* | 24.3% |
| ROE (%) ** | 18.7% |

ROCE =

ROE =

THANK YOU