

**Data Sheet : Performance Analysis for the Quarter and Half year ended on September 30, 2016**
**i) Sales & Profitability**

(Rs. In lacs)

Quarter ended			Particulars	Half Year ended		Nine Month Ended (Refer Note No.2)
30-Sep-16 (Unaudited)	30-Sep-15 (Unaudited)	30-Jun-16 (Unaudited)		30-Sep-16 (Unaudited)	30-Sep-15 (Unaudited)	31-Mar-16 (Audited)
15,027	11,442	15,215		Sales	30,242	22,491
31.3%		37.7%	Y-O-Y Growth %	34.5%		
16	9	45	Other Operating income	61	36	118
15,043	11,451	15,260	Income from Operations(net)	30,303	22,527	41,485
31.4%		37.8%	Y-O-Y Growth %	34.5%		
473	718	494	Other Income	967	1,665	1,949
15,516	12,169	15,754	Gross Revenue	31,270	24,192	43,434
27.5%		31.0%	Y-O-Y Growth %	29.3%		
7,789	5,906	8,799	Gross Margin(Sales - Material Cost) Value	16,588	12,229	22,667
5,599	4,121	4,394	EBITDA	9,993	7,083	17,176
5,506	4,047	4,317	PBT (Rs. Lacs)	9,823	6,937	16,949
36.1%		49.4%	Y-O-Y Growth %	41.6%		
28.7%	28.9%	27.9%	Tax (%)	28.3%	27.0%	27.4%
3,928	2,876	3,114	PAT (Rs. Lacs)	7,042	5,102	12,300
36.6%		39.9%	Y-O-Y Growth %	38.02%		

**ii) Margins**

(Rs. In lacs)

51.8%	51.6%	57.8%	Gross margin (%) of Sales	54.8%	54.4%	54.8%
36.1%	33.9%	27.9%	EBIDTA (%) of Gross Revenue	32.0%	29.3%	39.5%
35.5%	33.3%	27.4%	PBT (%) of Gross Revenue	31.4%	28.7%	39.0%
25.3%	23.6%	19.8%	PAT (%) of Gross Revenue	22.5%	21.1%	28.3%

**iii) Primary Segmentwise capital employed and ROCE (PBIT)**

(Rs. In lacs)

			Capital employed			
-	-	10,084	Air Coolers	-	-	12,757
37,206	31,895	23,824	Corporate Funds	37,206	31,895	18,038
			ROCE(PBIT) (For the quarter & respective period)- Not Annualised			
308.3%	481.9%	43.6%	Air Coolers	170.1%	111.1%	333.2%
0.99%	1.7%	1.5%	Corporate Funds	2.4%	5.0%	5.4%

**iv) Total Treasury Investment (excluding investments in subsidiaries)**

(Rs. In lacs)

44,655	43,154	23,532	Total Treasury Investment	44,655	43,154	16,168
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**Data Sheet : Performance Analysis for the Quarter and Half year ended on September 30, 2016****v) Secondary Segmentwise Revenue and Results**

(Rs. In lacs)

Quarter ended			Particulars	Half Year ended		Nine Month Ended (Refer Note No.2)
30-Sep-16	30-Sep-15	30-Jun-16		30-Sep-16	30-Sep-15	
			<b>Segment Revenue</b>			
14,341	10,973	13,404	India	27,745	21,064	36,787
686	469	1,811	Rest of the world	2,497	1,427	4,580
<b>15,027</b>	<b>11,442</b>	<b>15,215</b>	<b>Total</b>	<b>30,242</b>	<b>22,491</b>	<b>41,367</b>
			<b>Segment Results (Profit before Interest and Taxes - PBIT)</b>			
5,353	3,976	3,533	India	8,886	6,483	15,056
154	72	784	Rest of the world	938	457	1,901
<b>5,507</b>	<b>4,048</b>	<b>4,317</b>	<b>Total</b>	<b>9,824</b>	<b>6,940</b>	<b>16,957</b>
1	1	-	Less: Finance Costs	1	3	8
1,578	1,171	1,203	Less: Taxes	2,781	1,835	4,649
<b>3,928</b>	<b>2,876</b>	<b>3,114</b>	<b>Total Profit After Tax</b>	<b>7,042</b>	<b>5,102</b>	<b>12,300</b>

**vi) Shareholders' Reward**

			Dividend per share (on Face value Rs. 2)			
1.00*	-	1.50	Interim Dividends	2.50 (Including First Interim)	-	25.00
			Dividend (%)			
50%*	-	75%	Interim Dividend	125% (Including First Interim)	-	1250%

\*On enhanced share capital of Rs. 13.99 crore up from Rs.7 crore, post (1:1) bonus issue

**Notes:**

1. The Company has allotted 34,978,500 bonus shares of Rupees two each fully paid up on September 17,2016 in the proportion of one (1) bonus equity share for every one (1) fully Paid up equity share . As a result of the bonus issue the paid up capital of the Company stands increased to Rs. 1,399.14 lacs from Rs. 699.57 lacs.

2 In view of the provisions of Companies Act 2013, from previous year the Company has changed its accounting year to March ending instead of June ending as informed earlier. Accordingly previous accounting year was of nine months ended on March 31, 2016.

3 Segment Profit (PBIT) % on Capital Employed has been calculated on average monthly Capital Employed.

4 Investment of Corporate Funds includes investment in Growth Mutual Funds, income of which is accounted on redemption and declaration of dividend.