

Financial Results
Quarter 1, 2016

Financial Results

(Rs. In lacs)

PARTICULARS	Qr. Ended (Unaudited)	Qr. Ended (Unaudited)	Qr. Ended (Unaudited)	Year 2015-16 (Audited)
	30.06.2016	31.03.16	30.06.2015	
Gross Sale	36,715	40,785	33,410	1,47,964
Sales % increase (Period to Period)	9.89%			
Net Sales	32,418	35,889	29,371	1,30,293
Net Sales % increase (Period to Period)	10.37%			
Other Operating Income	22	111	151	397
Net Income from Operation	32,440	36,000	29,522	1,30,690
Other Income	324	100	20	243
Net Revenue	32,764	36,100	29,542	1,30,933
Raw Material Consumed	22,077	24,442	19,984	88,335
Total Material cost % to Net Sales	68.10%	68.10%	68.04%	67.80%
Staff Cost	3,509	3,514	3,065	13,099
Staff cost % to Net Sales	10.82%	9.79%	10.44%	10.05%
Other Exp.	3,576	4,004	3,127	14,046
Other Exps. % to Net Sales	11.03%	11.16%	10.65%	10.78%
EBIDTA	3,602	4,140	3,366	15,453
% to Net Sales	11.11%	11.53%	11.46%	11.86%
Depreciation and Amortization exp	2,346	2,254	2,001	8,636
Depreciation % to Net Sales	7.24%	6.28%	6.81%	6.63%
Interest	1,036	1,018	953	4,172
Interest cost % to Net Sales	3.20%	2.84%	3.24%	3.20%
Net Profit/(Loss)	220	868	412	2,645
% to Net Sales	0.68%	2.42%	1.40%	2.03%
Exceptional Items	-380	0	0	0
Profit from Ordinary Activities	-160	868	412	2,645
% to Net Sales	-0.49%	2.42%	1.40%	2.03%
Tax Expense	-84	83	11	244
Net Profit after Tax/(Loss)	-76	785	401	2,401
% to Net Sales	-0.23%	2.19%	1.37%	1.84%
E.P.S	-0.13	1.31	0.67	4.00

Result Analysis & Key Highlights – Q1,2016-17

- **Gross Sales Up by 9.89% from Corresponding Quarter**
- **EBIDTA at 11.11%**
- **PBT at 0.68%**
- **Exceptional Expenses of Rs. 380 Lacs incurred during the quarter for special/urgent actions taken for restoration of supplies to the Customer post fire accident at Manesar Plant**

Update on Fire Incident at Manesar Plant on May 29th, 2016



- **Customer supplies are reinstated in full**
- **Insurance claim filed with the Insurance Company & interim payment received.**
- **Building and Plant & Machinery reinstatement action started**

Key Financial Ratios - Q1 FY'17 viz-a-viz Q4 FY'16

Indicators	Q1- FY-17	Q4- FY-16	Change (%)	Status
Net sales	32,418	35,889	(9.67%)	■
Material Cost	68.10%	68.10%	0.00	■
Employee Cost	10.82%	9.79%	1.03	■
Other Expenses	11.03%	11.16%	0.13	■
Op EBIDTA	11.11%	11.53%	(0.42)	■
Finance Cost	3.20%	2.84%	0.36	■
Depreciation	7.24%	6.28%	0.96	■
PBT (before exceptional item)	0.68%	2.42%	(1.74)	■
PAT	-0.23%	2.19%	(2.42)	■

- Sales are lower partially due fire incident & also to lower off take by OEM's. This has impacted the EBIDTA & PBT levels
- Depreciation is higher during the quarter due to completion of major projects in F.Y 2015-16

**Green Indicator is Positive and Red indicator is negative.*

Key Financial Ratios - Q1 FY'17 viz-a-viz Q1 FY'16

Indicators	Q1- FY-17	Q1- FY-16	Change (%)	Status
Net sales	32,418	29,371	10.37%	■
Material Cost	68.10%	68.04%	0.06	■
Employee Cost	10.82%	10.44%	0.38	■
Other Expenses	11.03%	10.65%	0.38	■
Op EBIDTA	11.11%	11.46%	(0.35)	■
Finance Cost	3.20%	3.24%	0.04	■
Depreciation	7.24%	6.81%	0.43	■
PBT (before exceptional item)	0.68%	1.40%	(0.72)	■
PAT	-0.23%	1.37%	(1.60)	■

- Depreciation is higher during the quarter due to completion of major projects in F.Y 2015-16
- Other expenses is increased due to increase in Insurance expenses, Power cost, Consumables and Repair & Maintenance due to higher production

**Green Indicator is Positive and Red indicator is negative.*

Way Forward

Business Areas	Key Element	Indicator
Market and Revenue Potential	1. Growth expectation of Indian Car and PV Segment	■
	2. Revenue Growth opportunities at Subros	■
	3. Business Expansion in Non Car Segment by Subros	■
Operational Aspects	1. Mitigating Impact of Foreign Exchange Fluctuations	■
	2. Material Cost Down thru VA/VE, Alternate sourcing	■
	3. Controlling expenses due to fire incident at Manesar.	■
	4. Improvement in EBIDTA and PBT Improvement	■
	5. Reinstatement of Manesar Building and Plant & Machinery	■
	6. Settlement of Insurance Claim	■

Thank You

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