



Investor Update – 2017-18 – Q3



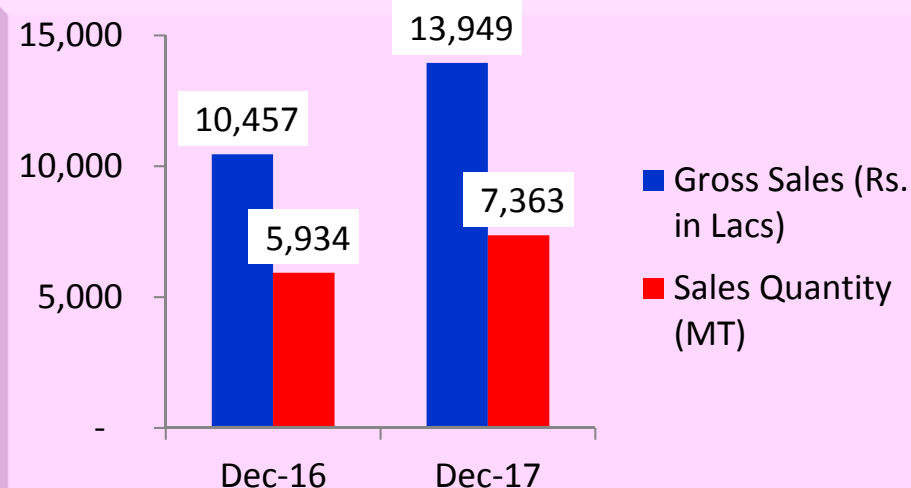
Financial Snapshot



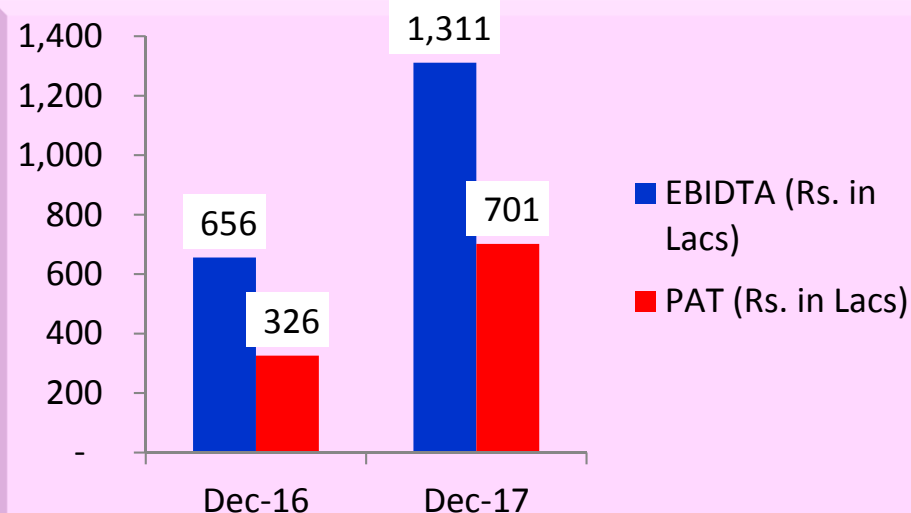
Financial Highlights

- Increased Customer Demand, Change in Product Mix, Improved Market Sentiments and improved operational efficiencies has resulted increase in Sales, Volume and Profitability during the quarter. EBIDTA Margins have improved by 357 basis points year on year in compare to previous year's quarter on account of increase in gross margin, volume, change in product mix and improved operational efficiencies. The Company has registered year on year volume growth of 24% with value growth of 33% during the quarter.

Gross Sales & Sales Quantity



EBIDTA & PAT (₹ in Lacs)



Financial Performance - Income Statement



INCOME STATEMENT (₹ in Lacs)	Quarter Ended		9 Months Ended	
Particulars	31-Dec-17	31-Dec-16	31-Dec-17	31-Dec-16
Income From Operations (Inclusive of Excise Duty)	13,948.88	9,942.47	34,146.40	28,525.78
Less: GST Recoverd	2,018.26	0.00	3,603.07	0.00
Less: Excise Duty	0.00	1,104.52	1,081.39	3,172.89
Net Sales / Income From Operations	11,930.62	8,837.95	29,461.94	25,352.89
Cost of Goods Sold	9,411.83	7,439.59	24,012.19	21,288.56
Gross Profit	2,518.79	1,398.36	5,449.75	4,064.33
Gross Margin %	21.11%	15.82%	18.50%	16.03%
Employees Benefit Expenses	165.39	95.23	391.59	212.01
Power & Fuel	267.22	145.31	644.53	387.95
Other Expenses	794.04	511.23	1,561.67	1,580.78
Total Expenses	1,226.66	751.76	2,597.79	2,180.74
Other Income	18.97	8.93	30.17	53.61
EBIDTA	1,311.10	655.52	2,882.13	1,937.20
EBIDTA %	10.99%	7.42%	9.78%	7.64%
Depreciation & Amortization Expenses	37.25	33.87	111.43	86.59
EBIT	1,273.84	621.65	2,770.70	1,850.61
Finance Costs	178.45	139.35	464.80	432.66
PBT	1,095.40	482.30	2,305.90	1,417.95
PBT %	9.18%	5.46%	7.83%	5.59%
Tax Expense	394.03	156.51	819.04	464.26
PAT	701.37	325.79	1,486.86	953.69
PAT %	5.88%	3.69%	5.05%	3.76%
Other Comprehensive Income (OCI)	3.07	-	19.69	-
Total Comprehensive Income After Tax	704.44	325.79	1,506.55	953.69
Basic Earnings Per Share (₹)	8.04	10.79	26.49	31.60
Diluted Earnings Per Share (₹)	8.04	9.81	26.49	30.57

Financial Snapshot



2017-18 – Q3 Highlights

- The Company has reported Total Income from Operations of ₹ 13,948 Lacs with year on year growth of 40% and EBIDTA of ₹ 1,311 Lacs for the quarter ended December 31, 2017.
- The Company has reported EBIDTA Margins of 10.99% of Net Sales which is higher by 357 bps as compared to previous year quarter ended December 31, 2016. EBIDTA Margin has improved on account of improved gross margins, change in product mix and improved operational efficiencies.
- The Company has reported year on year increase in Profit After Tax of 115% for the quarter ended December 31, 2017.
- Basic Earnings Per Share (EPS) was ₹ 8.04 per share for the quarter ended December 31, 2017.

Financial Snapshot



2017-18 – 9 Month Highlights

- The Company has reported Total Income from Operations of ₹ 34,146 Lacs with year on year growth of 20% and EBIDTA of ₹ 2,882 Lacs for nine months ended December 31, 2017.
- The Company has reported EBIDTA Margins of 9.78% of Net Sales which is higher by 214 bps as compared to previous year nine months December 31, 2016. EBIDTA Margin has improved on account of improved gross margins, change in product mix and improved operational efficiencies.
- The Company has reported year on year increase in Profit After Tax of 56% for nine months ended December 31, 2017.
- Basic Earnings Per Share (EPS) was ₹ 26.49 per share for nine months ended December 31, 2017.

Business and Other Updates



❖ Conductor & Cables Plant

- During the quarter the Company has started commercial production and sales from Conductor Plant.
- The Company has received orders worth ₹ 17 crores from MP State Electricity Board Companies.
- The Company has also received trial order from Getco.

❖ Master & Ferro Alloys Plant

- The Company has started commercial production and sales from Master and Ferro Alloys plant during last quarter of FY17 is doing well.
- We have started Export sales of Ferro Titanium during December quarter.

❖ Alloy Business

- This business is running at a growth of 20% in compare to previous year.
- We have started Export Sales to Toyota, Japan this year.

Thank You

REGISTERED OFFICE

B-302, Pelican House,
Gujarat Chamber of Commerce Building,
Ashram Road, Ahmedabad-380009,
Gujarat, India.

IR CONTACT: investors@arfin.co.in

TELEPHONE NO. : +91 79 26583791

CIN: L65990GJ1992PLC017460

WEBSITE: www.arfin.co.in

Disclaimer



- *Certain statements in this release concerning our future growth prospects are forward-looking statements within the meaning of applicable laws and regulations, and which involve a number of risks and uncertainties, beyond the control of the Company, that could cause actual results to differ materially from those in such forward-looking statements.*
- *The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, political instability and general economic conditions affecting our industry.*
- *Arfin India Ltd. may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.*
- *The Company also expects the media to have access to all or parts of this release and the management's commentaries and opinions thereon, based on which the media may wish to comment and/or report on the same. Such comments and/or reporting maybe made only after taking due clearance and approval from the Company's authorized personnel. The Company does not take any responsibility for any interpretations/ views/ commentaries /reports which may be published or expressed by any media agency, without the prior authorization of the Company's authorized personnel.*