



ARFIN INDIA LIMITED

Investor Update - Q4 & 2015-16

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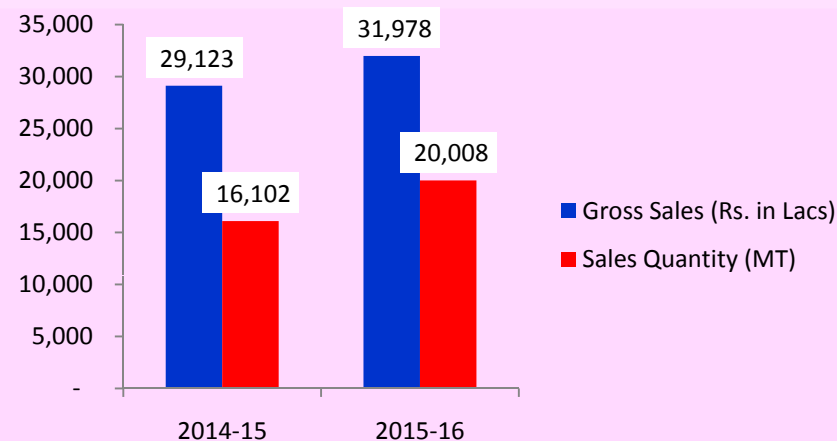
Financial Snapshot



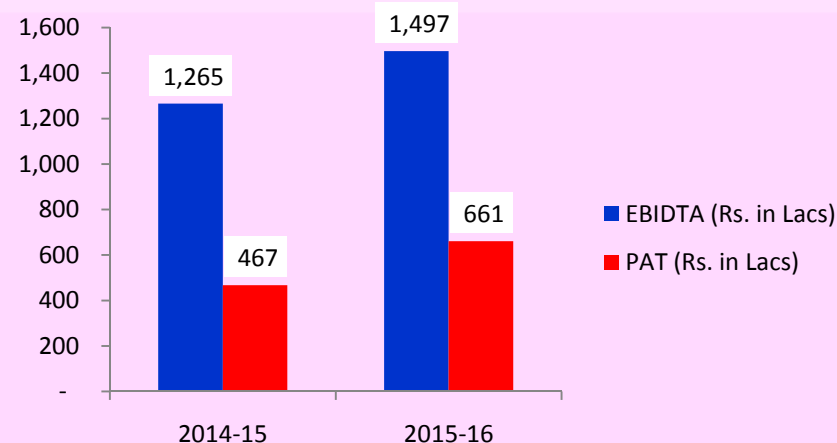
Financial Highlights

- Improved market sentiments, increased customer demand and improved operational efficiencies marked financial year 2015-16 noteworthy for the Company. EBIDTA Margins have improved by 42 basis points year on year basis in compare to previous year on account of reduction in cost of power & fuel and change in product mix. The Company has registered year on year volume growth of 24%.
- Due to switch over from gas based consumption to furnace oil for manufacturing facilities, there was a substantial reduction in cost of power & fuel during 2015-16 which has resulted in improved operational efficiencies and increased bottom line.

Gross Sales & Sales Quantity



EBIDTA & PAT (₹ in Lacs)



Financial Performance - Income Statement



INCOME STATEMENT (₹ in Lacs)		Year Ended		Quarter Ended	
Particulars	31-Mar-16	31-Mar-15	31-Mar-16	31-Mar-15	
Net Sales / Income From Operations	27,287.56	24,994.94	8,135.33	5,825.62	
COGS	23,722.74	21,814.45	7,185.99	5,023.78	
Gross Profit	3,564.82	3,180.49	949.34	801.84	
Gross Margin %	13.06%	12.72%	11.67%	13.76%	
Employees Benefit Expenses	270.75	162.72	91.63	60.23	
Power & Fuel	338.20	732.23	68.09	45.10	
Other Expenses	1,493.41	1,119.18	363.18	379.84	
Total Expenses	2,102.36	2,014.13	522.90	485.17	
Other Income	34.15	99.13	8.52	70.81	
EBIDTA	1,496.61	1,265.49	434.96	387.48	
EBIDTA %	5.48%	5.06%	5.35%	6.65%	
Depreciation & Amortization Expenses	88.19	75.44	23.44	37.09	
EBIT	1,408.42	1,190.05	411.52	350.39	
Finance Costs	407.76	484.74	89.88	70.25	
PBT	1,000.66	705.31	321.64	280.14	
PBT %	3.67%	2.82%	3.95%	4.81%	
Tax Expense	339.68	238.18	119.20	98.21	
PAT	660.98	467.13	202.44	181.93	
PAT %	2.42%	1.87%	2.49%	3.12%	
Basic & Diluted Earnings Per Share (₹)	21.90	15.87	6.71	6.03	

Financial Snapshot



• FY16 Highlights

- The Company has reported Total Income from Operations of ₹ 27,288 Lacs with year on year growth of 9% and EBIDTA of ₹ 1,497 Lacs for the year ended March 31, 2016.
- The Company has reported EBIDTA Margins of 5.48% of Net Sales which is higher by 42 bps as compared to previous year ended March 31, 2015. EBIDTA Margin has improved on account of substantial reduction in cost of power & fuel.
- The Company has reported year on year increase in Profit After Tax of 41.50% which is mainly on account of improved operational efficiencies and reduction in cost of borrowings.
- Earnings Per Share (EPS) has been increased to ₹ 21.90 per share in compare to ₹ 15.87 during the previous year ended March 31, 2015.

Financial Snapshot



- **Quarter Highlights**

- The Company has reported Total Income from Operations of ₹ 8,135 Lacs with year on year growth of 40% and EBIDTA of ₹ 435 Lacs for the quarter ended March 31, 2016.
- The Company has reported year on year increase in Profit After Tax of 11% which is mainly on account of improved operational efficiencies.
- Earnings Per Share (EPS) has been increased to ₹ 6.71 per share in compare to ₹ 6.03 during the previous year's quarter ended March 31, 2015.

Financial Performance - Balance Sheet

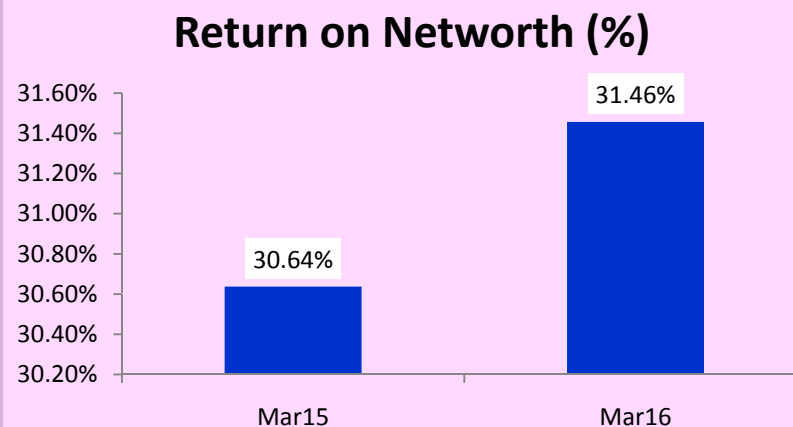


STATEMENT OF ASSETS AND LIABILITIES

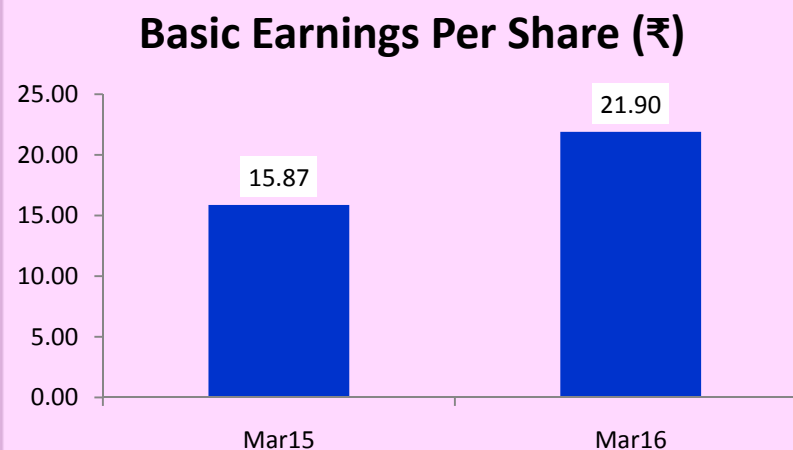
(₹ in Lacs)

Particulars	As At March 31, 2016	As At March 31, 2015
EQUITY AND LIABILITIES		
Shareholders' Funds	2,431.69	1,770.71
Non Current Liabilities		
Long Term Borrowings	1,094.90	247.10
Deferred Tax Liabilities (Net)	117.08	97.40
Total Non Current Liabilities	1,211.98	344.50
Current Liabilities		
Short Term Borrowings	3,218.11	3,111.18
Trade Payables	4,635.89	3,566.69
Other Current Liabilities	103.81	29.02
Short Term Provisions	311.58	156.03
Total Current Liabilities	8,269.39	6,862.91
TOTAL EQUITY AND LIABILITIES	11,913.06	8,978.12
ASSETS		
Non Current Assets		
Fixed Assets	1,840.54	1,420.79
Long Term Loans and Advances	19.25	19.51
Total Non Current Assets	1,859.79	1,440.29
Current Assets		
Inventories	6,189.48	4,408.18
Trade Receivables	3,289.81	2,318.14
Cash and Cash Equivalents	396.35	385.59
Short Term Loans and Advances	177.63	425.92
Total Current Assets	10,053.27	7,537.83
TOTAL ASSETS	11,913.06	8,978.12

Return on Net Worth



Earnings Per Share (₹)



Production Overview



❖Cored Wire Plant

- Existing plant is running at 100% capacity.
- Company has ordered one more plant to increase the capacity.
- New plant is expected to start commercial production during second quarter of current financial year.

❖Alloy Plant

- Commercial production started during the month of September 2015.
- The existing plant is running at full capacity.
- The Company has planned to buy one more automated plant of Alloy to increase the capacity and to meet increased market demand.

Thank You

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- *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.*