

**SHEELA FOAM LIMITED****Q1FY 21 RESULTS****Consolidated:**

During this quarter, for first two months there was hardly any sales in India due to lockdown. Sheela Foam Limited posted Consolidated Revenue from operations of Rs. 269 crores compared to Rs.514 crores of Q1FY 20. EBITDA for Q1Y21 was Rs. 28 crores, as against Rs. 62 crores of corresponding quarter. Net profit (PAT) for Q1Y21 was Rs. 12 crores, as compared to Rs. 39 crores of corresponding quarter.

**Standalone India:**

During the quarter, the Revenue from operations on standalone basis was Rs. 127 crores compared to Rs. 436 crores of Q1FY20. The EBITDA for the quarter was Rs. 1 crore as compared to RS. 53 of corresponding quarter. The Net Profit (PAT) for Q1FY21 was Rs. 2 crores as compared to Rs. 35 crores of corresponding quarter. Company could remain profitable, despite very low sales, due to control on expenses.

**Standalone Australia:**

During this quarter, Revenue from operations from Australia was Rs. 82 crores compared to Rs. 79 crores of Q1FY20. The EBITDA increased to Rs. 13 crores from Rs. 8 crores of corresponding quarter (Due to change in Accounting Standard in Australia) and the Net Profit (PAT) was Rs. 4 crores which was at par with the PAT of corresponding quarter.

**Standalone Spain**

The Revenue from operations were Rs. 60 crores, with an EBITDA of Rs. 11 crores (18%) and Net Profit of Rs. 7 crores (11%).

**Consolidated Results at a Glance**

| Particulars (Rs. In Cr.) | Q1FY21 | CHANGE  |
|--------------------------|--------|---------|
| REVENUE FROM OPERATIONS  | 269    | ↓ 47.6% |
| EBITDA                   | 28     | ↓ 54.8% |
| EBITDA MARGIN-%          | 10.4%  |         |
| PROFIT AFTER TAX         | 12     | ↓ 69.2% |

**Other Updates:**

**1. Raw Material Prices:** The Average per kg. price of TDI was Rs. 124/- in Q1FY21, Rs. 122/- in Q4FY20 and Rs. 154/- in Q1FY20.

**2. Segment wise Sales Breakup: -**

| PRODUCT               | Q1FY21     |                                    |  | Q4FY20     |                                    |   | Q1FY20     |                                    |   |
|-----------------------|------------|------------------------------------|--|------------|------------------------------------|---|------------|------------------------------------|---|
|                       | RS. CR.    | Mattress in Lac No. Others in Tons | Rs. per pcs. For Mattress . Rs. per Kg. for others | RS. CR.    | Mattress in Lac No. Others in Tons | Rs. per pcs. For Mattress. Rs. per Kg. for others | RS. CR.    | Mattress in Lac No. Others in Tons | Rs. per pcs. For Mattress. Rs. per Kg. for others |
| MATTRESSES            | 67         | 1.85                               | 3615   | 171        | 5.08                               | 3359  | 197        | 5.62                               | 3496  |
| HOME COMFORT PRODUCTS | 4          | Assorted                           |  | 12         | Assorted                           |   | 14         | Assorted                           |   |
| FURNITURE FOAM        | 17         | 477                                | 353  | 62         | 1824                               | 338   | 69         | 2006                               | 344   |
| FOAM CORE             | 23         | 1525                               | 153  | 75         | 4873                               | 155   | 77         | 4668                               | 165   |
| TECHNICAL FOAM        | 16         | 583                                | 274  | 70         | 2514                               | 279   | 79         | 2748                               | 287   |
| <b>TOTAL</b>          | <b>127</b> |                                    |  | <b>390</b> |                                    |   | <b>436</b> |                                    |   |