



Q1FY17 Result Release

Total Income stood at Rs. 166 crore; EBITDA Rs. 13 crore

'Specialty Polymers Business reports strong performance'

- Revenue growth of ~30%
 - EBIT margins ~2x at 31%
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New Delhi, August 11, 2016: Ester Industries Limited, India's leading manufacturer of Polyester Films, Engineering Plastics and Specialty Polymers, announced its financial results for the quarter ended June 30, 2016.

Q1 FY17 performance overview compared with Q1 FY16

- Total Income stood to Rs. 166 crore v/s Rs. 211 crore, down 21%
- EBITDA stood at Rs. 13 crore compared to Rs. 25 crore
 - EBITDA margin stood at 8%
- Profit after tax was (Rs. 2 crore)
- EPS amounted to (Rs. 0.19 per share)

Commenting on the performance, Mr. Arvind Singhania, Chairman, Ester Industries said:

"We are gradually progressing towards attaining our goal of transforming the existing business profile and emerging as an innovation and technology driven Company. Our Specialty polymer business the key catalyst for the transformation continues to perform well. Our R&D initiatives have resulted in building an innovative and exciting product pipeline in addition to the products we have commenced commercializing.

We are however seeing that while the merits of our new offerings are well recognized and accepted, the increase in offtake can be slower than hoped for. This is for a variety of reasons almost all of which are external in nature. Customer response, though gives me strong confidence that these entities, most of who are global majors will gradually increase volumes to significant levels.



We are also working towards improving the product mix for our legacy business, Polyester film and engineering plastic by increasing the share of value added products and are confident of improved operating performance from these businesses too”

Business Performance

• Specialty Polymer Business

- Good traction on the order flow leading to better sales
- Strengthening R&D capabilities
- Develop customized polyester resins based on customer's requirement
- Focus on developing products which will help transform latent demand into real demand
- Develop high quality specialty polyesters to ensure competitive advantage for customers

• Polyester Film Business

- Lower generation following plant shutdown, heightened competition and weak realisations impacted business performance
- Focus on improving profitability by sprucing up product mix; more focus on developing value added products
 - Value added / specialty products constitutes about 20% of the overall revenue at present
- Focused on offering customers unique value proposition by aligning innovation, development and partnership

• Engineering Plastics

- Being an integrated player, Ester is able to offer one of the most diversified Engineering Plastics product portfolio covering most of the polymers in this category
- Working towards scaling up its presence in the business

About Ester Industries:

Ester Industries Limited is a public limited company incorporated in 1985 promoted by the Singhanian family. The company is one of India's leading producers of Polyester Films, Engineering Plastics and Speciality Polymers having a track record of continually developing new and innovative products for customers across the globe. Ester Industries has state of the art manufacturing facilities in Khatima in Uttarakhand with the capacity of 67,000 TPA of Polyester Resin, 57,000 TPA of Polyester Film, 30,000 TPA of Specialty Polymers and 16,500 TPA of Engineering Plastics. The company currently exports more than 30% of its production of Polyester Films with sales and distribution network in more than 56 countries across the world resulting in strong customer relationship. Specialty Polymers are manufactured primarily for the European and US markets.



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