

**Q3 FY 2020-21 UPDATE**

***October to December 2020***

**investor presentation**

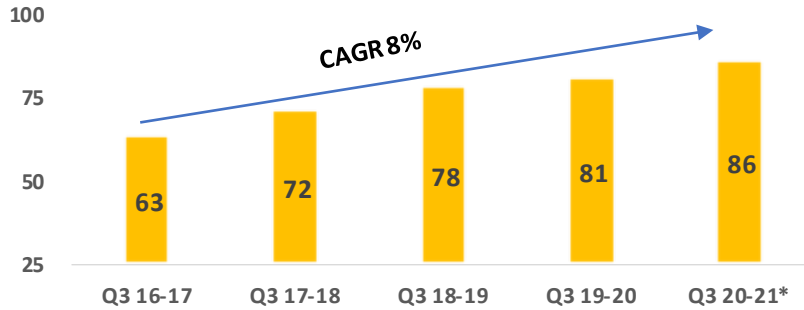


# FINANCIAL METRICS FOR Q3 FOR LAST 5 YEARS

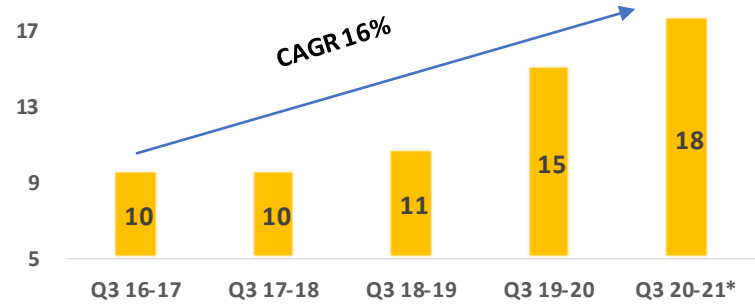
In \$ MN in constant currency **1 USD @ INR 73.05** (December 31, 2020)



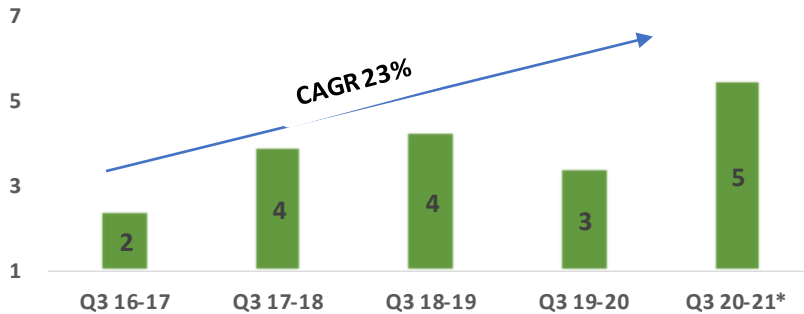
## Revenue



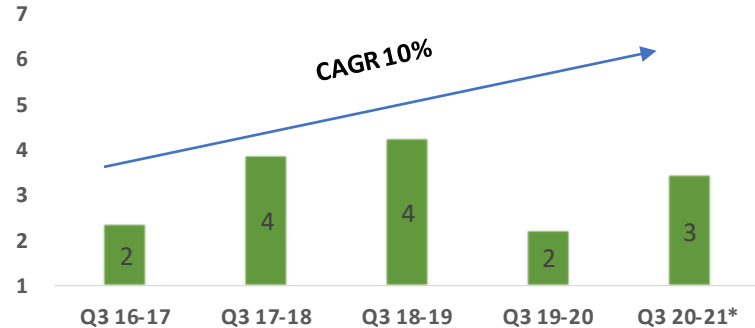
## EBITDA



## PBT



## PAT\*\*



\*Unaudited Numbers

\*\*PAT for the Q3 Dec 19 & Dec 20 is after considering a tax expense of \$1.16 Mn & \$ 2.03 Mn respectively (previous periods Nil) due to set-off of carried forward loss till FY 2018-19

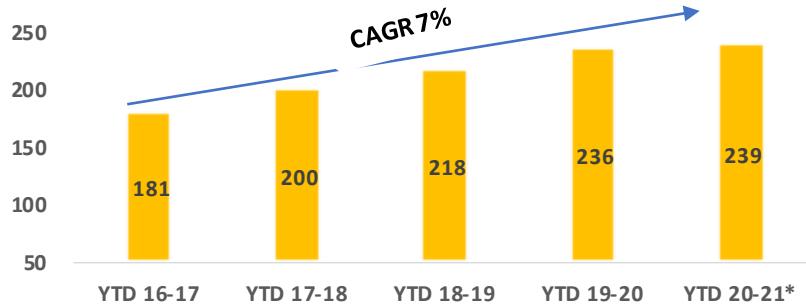


# FINANCIAL METRICS FOR 9M YTD FOR LAST 5 YEARS

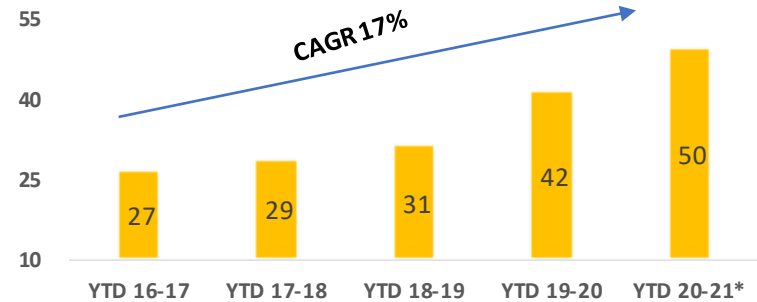
In \$ MN in constant currency **1 USD @ INR 73.05** (December 31, 2020)



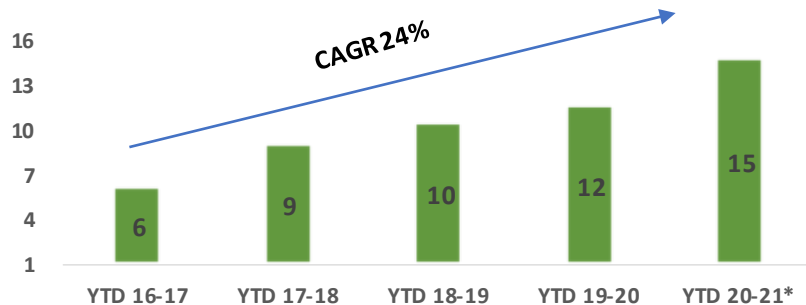
## Revenue



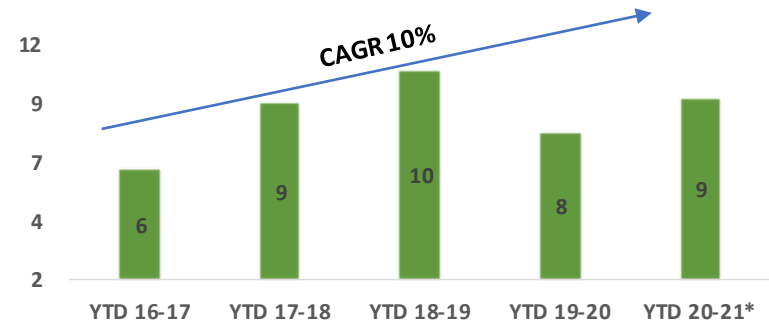
## EBITDA



## PBT



## PAT\*\*



\*Unaudited Numbers

\*\*PAT for the YTD 19-20 & 20-21 is after considering a tax expense of \$3.81 Mn & \$5.47 Mn respectively (previous periods Nil) due to set-off of carried forward loss till FY 2018-19

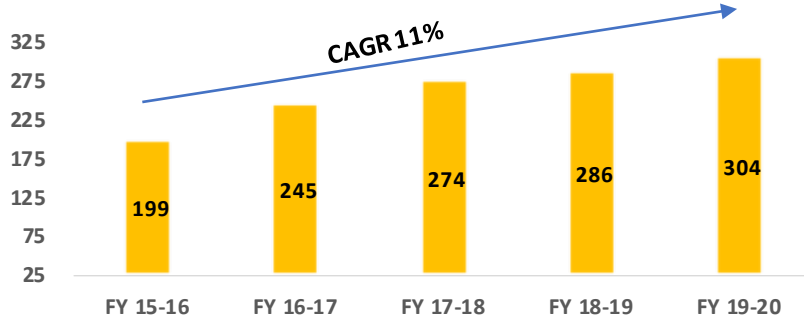


# FINANCIAL METRICS FOR THE LAST 5 YEARS

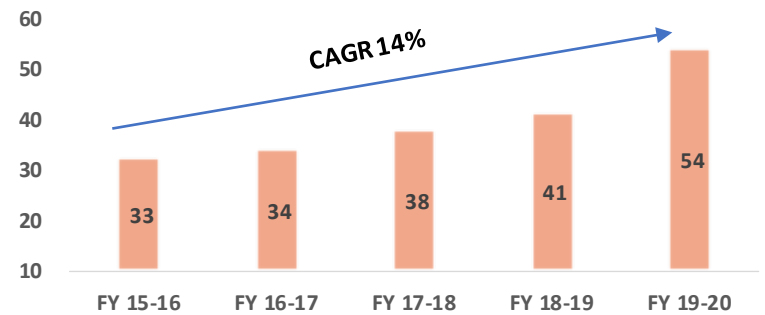


In \$ MN in constant currency 1 USD @ INR 75.39 (March 31, 2020)

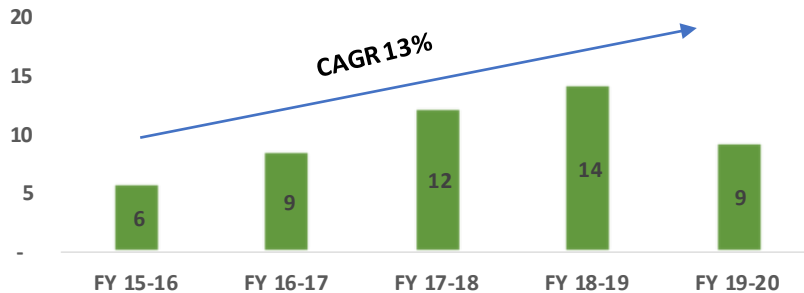
## Revenue



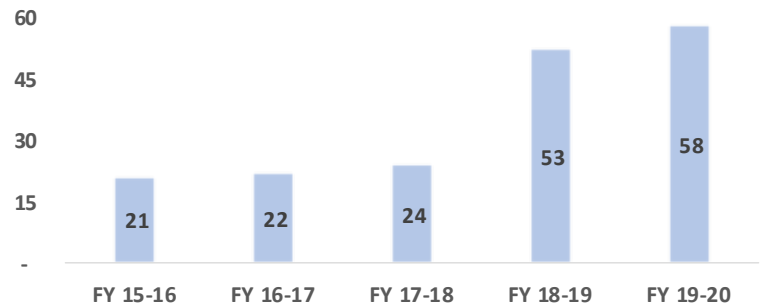
## EBITDA



## PAT



## Capital Expenditure





# FINANCIAL METRICS FOR LAST 5 YEARS

IN CONSTANT CURRENCY 1 USD @ INR 75.39 (MARCH 31, 2020)



Audited Numbers

## INCOME STATEMENT

Details	15-16	16-17	17-18	18-19	19-20
Revenue	199	245	274	286	304
COGS	(121)	(157)	(178)	(180)	(191)
SG&A	(46)	(53)	(58)	(65)	(60)
<b>EBITDA</b>	<b>32</b>	<b>34</b>	<b>38</b>	<b>41</b>	<b>54</b>
Depreciation	(21)	(23)	(23)	(20)	(30)
Net finance Expense	(7)	(4)	(5)	(9)	(11)
Other income	1	2	3	3	1
<b>PROFIT BEFORE TAX (PBT)</b>	<b>6</b>	<b>9</b>	<b>12</b>	<b>14</b>	<b>14</b>
Income Tax Expense #	-	(0)	(0)	(0)	(5)
<b>PROFIT AFTER TAX (PAT)</b>	<b>6</b>	<b>9</b>	<b>12</b>	<b>14</b>	<b>9</b>

## CASH FLOW STATEMENT

Cash flows	15-16	16-17	17-18	18-19	19-20
Operating activities	32	23	28	19	67
Investing activities	(21)	(21)	(24)	(53)	(57)
Financing activities	(8)	(3)	(14)	41	0
<b>Cash and cash equivalents</b>	<b>23</b>	<b>25</b>	<b>30</b>	<b>30</b>	<b>35</b>

## BALANCE SHEET

Details	13-14	14-15	15-16	16-17	17-18	18-19	19-20
Equity	92	95	99	110	119	143	151
Borrowings (LT)	8	9	13	12	27	44	50
Borrowings (ST)	20	31	34	47	48	65	74
Lease Liabilities	-	-	-	-	-	-	24
Other Liabilities	67	86	100	118	131	145	156
<b>Total Liabilities</b>	<b>187</b>	<b>222</b>	<b>247</b>	<b>286</b>	<b>324</b>	<b>397</b>	<b>454</b>
Fixed assets	82	86	92	95	103	122	166
Right of Use Assets	-	-	-	-	-	-	51
Lease hold prepayments	11	11	12	13	18	18	-
Inventories	3	2	10	16	9	23	17
Receivables	65	88	98	116	142	168	160
Cash	17	20	23	25	30	30	35
Other Assets	10	15	12	20	22	37	25
<b>Total Assets</b>	<b>187</b>	<b>222</b>	<b>247</b>	<b>286</b>	<b>324</b>	<b>397</b>	<b>454</b>