LOTUS KNOWLWEALTH

J une 14, 2016

| CMP |  | 118.8 |
| :---: | :---: | :---: |
| BSE Code |  | 503804 |
| BSE ID |  | SHRIDINE |
| 52wk High/ Low (') |  | 144.00/82.25 |
| Average Volume (3M) ${ }^{5}$ |  | 1,098 |
| Market Cap (` Crore) |  | 60.4 |
| Shareholding - Mar 2016 | No. | \% |
| Promoters | 22,88,372 | 45.01 |
| Flls | 0 | 0.00 |
| DIIs | 3,770 | 0.07 |
| Public \& Others | 27,92,240 | 54.92 |
| Stock Chart | As on March 31, 2016 |  |



| Common Size <br> Analysis (\%) | Q4 FY16 | Q4 FY15 | Q3 FY16 |
| :--- | :---: | :---: | :---: |
| Cost of Material/TR | 33.3 | 23.3 | 26.4 |
| Employee Cost/TR | 30.3 | 32.5 | 36.3 |
| Other Expenses/TR | 23.3 | 24.4 | 24.2 |
| Interest Cost/TR | 3.5 | 2.8 | 2.7 |


| Valuation Ratios |  |
| :--- | ---: |
| P/E (TTM) | 20.84 |
| P/ BV (TTM) | 0.59 |
| EPS (Q4 FY16) | 0.76 |


| Financial Ratios | $\%$ |
| :--- | ---: |
| EBIDTA Margin | 10.2 |
| PAT Margin | 1.7 |
| Impact Cost $^{\wedge}$ | 3.9 |

Financials and Ratios are on a Standalone basis
TR stands for Total Revenue
TTM stands for trailing twelve months
^Source: BSE, for J une, 2016
\$ - Average Volumes (Total Shares traded) for 3 Months

## Q4 FY16 Analyst's Review

- Net Sales witnessed a decline of $4.2 \%$ on a $y-0-y$ basis to Rs. 225.8 million in Q4 FY16 against Rs. 235.6 million in Q4 FY15, while on a $\mathrm{q}-0-\mathrm{q}$ basis it rose by $19.5 \%$ from Rs. 188.9 million in Q3 FY16. The topline declined by to Rs. 780.9 million in FY16 from Rs. 804.9 million in FY15.
- The Company reported an Operating Profit of Rs. 23.1 million in Q4 FY16, thus marking a decline of $43.1 \%$ y-0-y from Rs. 40.6 million in Q4 FY15 which could be on account of lower topline coupled with higher Material Cost during the period under review. In line with the performance at the Operating level, Net profit stood lower at Rs. 3.8 million in Q4 FY16 as compared to Rs. 22.5 million in Q4 FY15. Operating and Net Profit Margins stood at $10.2 \%$ and $1.7 \%$ respectively in Q4 FY16.
- Debtors stood lower by $7.3 \%$ y-0-y at Rs. 112.6 million in FY16 as against Rs. 121.5 million in FY15. Whereas, inventories stood higher by $7.4 \%$ y $-0-y$ at Rs. 323.9 million in FY16 as against Rs. 301.6 million in FY15. Cash and Cash Equivalents stood higher by $3.9 \%$ y-0y at Rs. 324.5 million in FY 16 as against Rs. 312.3 million in FY15.


EBIDTA \& EBIDTA Margins


PAT \& PAT Margins


LOTUS KNOWLWEALTH

Financial Snapshot

| Particulars | Standalone Financials <br> (In Millions) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Income Statement | Q4 FY 2016 | Q4 FY 2015 | Q3 FY 2016 | y-0-y (\%) | q-0-q (\%) |
| Net Sales / Income from <br> Operations | 225.8 | 235.6 | 188.9 | -4.2 | 19.5 |
| Expenses |  |  |  |  |  |
| Cost of material consumed | 75.2 | 55.0 | 49.9 | 36.7 | 50.7 |
| Change in Inventories | 6.4 | 5.8 | $(10.9)$ | 10.3 | -158.7 |
| Employee Benefit Expenses | 68.4 | 76.6 | 68.6 | -10.7 | -0.3 |
| Administrative, Manufacturing, <br> Selling \& Other Expenses | 52.7 | 57.6 | 45.8 | -8.5 | 15.1 |
| EBIDTA | $\mathbf{2 3 . 1}$ | $\mathbf{4 0 . 6}$ | $\mathbf{3 5 . 5}$ | -43.1 | -34.9 |
| Depreciation \& Amortization | 19.5 | 20.7 | 17.9 | -5.8 | 8.9 |
| Finance Costs / Interest Expense | 7.9 | 6.7 | 5.1 | 17.9 | 54.9 |
| Other Income | 9.3 | 10.1 | 3.8 | -7.9 | 144.7 |
| Profit After Tax (PAT) | $\mathbf{3 . 8}$ | $\mathbf{2 2 . 5}$ | $\mathbf{1 7 . 1}$ | -83.1 | -77.8 |
| Key Ratios - Income Statement |  |  |  |  |  |
| EBIDTA Margin (\%) | 10.2 | 17.2 | 18.8 | - | - |
| PAT Margins (\%) | 1.7 | 9.6 | 9.1 |  | - |
| Adjusted EPS | 0.76 | 4.43 | 3.36 | - | - |

Source: Capitaline Database; Company Financials

## About Us

LOTUS KNOWLWEALTH (LKW) is a Knowledge based company that commenced business in 1990. LKW is engaged primarily in CAPITAL MARKET RESEARCH, INVESTMENT ADVISORY and STRATEGY services.
GURUKSHETRA is the Research and Training arm of Lotus Knowlwealth.
LKW Investment Advisers is the SEBI registered Investment Advisory arm of LKW.

## Contact Us

Email: enquiry@lotusknowlwealth.com
Tel: 022-4010 5482 | 40105483
Website: www.Ikwindia.com

## Disclosure

This report has been prepared for the BSE Investor Protection initiative and all the data for this report has been sourced primarily from publicly available documents and information. LKW asserts that it makes no Investment Recommendation through the medium of this Report.

Furthermore, each member of the team involved in the preparation of this report, hereby affirms that there exists no conflict of interest.

The report has been sponsored and published as part of Initiative of BSE's Investors' Protection Fund

