LOTUS KNOWLWEALTH


December 16, 2016

| CMP |  | ${f0cac47ed-89e4-4394-9638-210a06c9e2f6}) & SHRIDINE \\ Average Volume (3M) \({ }^{\text { }}$ |  | $152.25 / 97.00$ |
| :--- | ---: | ---: | :---: | :---: |
| Market Cap (` Crore) |  | 4,740 |  |  |
|  |  | 66.1 |  |  |
| Shareholding - Sep 2016 | No. | $\%$ |  |  |
| Promoters | $22,88,372$ | 45.01 |  |  |
| FIIs | 0 | 0.00 |  |  |
| DIIs | 3,770 | 0.07 |  |  |
| Public \& Others | $27,92,240$ | 54.92 |  |  |

Stock Chart As on September 30, 2016


| Common Size <br> Analysis (\%) | Q2 FY17 | Q2 FY16 | Q1 FY17 |
| :--- | :---: | :---: | :---: |
| Cost of Material/TR | 29.6 | 27.8 | 32.9 |
| Employee Cost/TR | 33.9 | 33.1 | 40.5 |
| Other Expenses/TR | 23.3 | 22.9 | 25.7 |
| Interest Cost/TR | 2.3 | 1.9 | 3.1 |


| Valuation Ratios |  |
| :--- | ---: |
| P/E (TTM) | 16.91 |
| P/ BV (TTM) | 0.64 |
| EPS (Q2 FY17) | (Q.84 |


| Financial Ratios | $\%$ |
| :--- | ---: |
| EBIDTA Margin | 21.6 |
| PAT Margin | 16.0 |
| Impact Cost $^{\wedge}$ | 2.8 |

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

## Q2 FY17 Analyst's Review

- Net Sales witnessed a growth of $5.7 \%$ on a $y-0-y$ basis to Rs. 217.4 million in Q2 FY17 against Rs. 205.7 million in Q2 FY16. On a q-o-q basis it grew by $31.6 \%$ from Rs. 165.2 million in Q1 FY17.
- Raw Material Cost formed $29.6 \%$ of the Net Sales which was an increase of $12.6 \%$ y-0-y to Rs. 64.4 million in Q2 FY17 from Rs. 57.2 million in Q2 FY16. Employee Benefit Expenses increased y-o-y to Rs. 73.7 million in Q2 FY17 from Rs. 68.1 million in Q2 FY16. Other Expenses for Q2 FY17 increased to Rs. 50.6 million from Rs. 47.1 million in Q2 FY16.
- EBIDTA grew with a higher topline and stood at Rs. 46.9 million in Q2 FY17 as compared to Rs. 38.3 million in Q2 FY16. EBIDTA Margin increased to $21.6 \%$ in Q2 FY17 versus $18.6 \%$ reported in Q2 FY16.
- Depreciation Cost stood at Rs. 19.6 million in Q2 FY17 as compared to Rs. 19.1 million in Q2 FY16. In line with the higher EBIDTA, PAT reported for Q2 FY17 stood at Rs. 34.8 million as compared to Rs. 27.5 million in Q2 FY16. PAT Margin increased to $16 \%$ in Q2 FY17 versus 13.4\%in Q2 FY16.

Net Sales


EBIDTA \& EBIDTA Margins


PAT \& PAT Margins


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Financial Snapshot

| Particulars | Standalone Financials <br> ( In Millions) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Income Statement | Q2 FY 2017 | Q2 FY 2016 | Q1 FY 2017 | y-0-y (\%) | $\mathbf{q - 0 - q ( \% )}$ |
| Net Sales / Income from <br> Operations | 217.4 | 205.7 | 165.2 | 5.7 | 31.6 |
| Expenses |  |  |  |  |  |
| Cost of material consumed | 64.4 | 57.2 | 54.3 | 12.6 | 18.6 |
| Change in Inventories | $(18.2)$ | $(5.0)$ | 6.0 | 264.0 | -403.3 |
| Employee Benefit Expenses | 73.7 | 68.1 | 66.9 | 8.2 | 10.2 |
| Administrative, Manufacturing, <br> Selling \& Other Expenses | 50.6 | 47.1 | 42.5 | 7.4 | 19.1 |
| EBIDTA | $\mathbf{4 6 . 9}$ | $\mathbf{3 8 . 3}$ | $\mathbf{- 4 . 5}$ | 22.5 | $-1,142.2$ |
| Depreciation \& Amortization | 19.6 | 19.1 | 19.6 | 2.6 | 0.0 |
| Finance Costs / Interest Expense | 5.1 | 3.9 | 5.2 | 30.8 | -1.9 |
| Other Income | 7.1 | 5.4 | 7.1 | 31.5 | 0.0 |
| Profit After Tax (PAT) | $\mathbf{3 4 . 8}$ | $\mathbf{2 7 . 5}$ | $\mathbf{- 1 6 . 6}$ | 26.5 | -309.6 |
| Key Ratios - Income Statement |  |  |  |  |  |
| EBIDTA Margin (\%) | 21.6 | 18.6 | -2.7 | - | - |
| PAT Margins (\%) | 16.0 | 13.4 | -10.0 |  | - |
| Adjusted EPS | 6.84 | 5.41 | -3.26 | - | - |

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.

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## 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.

